

PERIODICAL ROOM
NEW YORK PUBLIC LIBRARY
ASTOR LENOX TILDEN FOUNDATION

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

62 West 45th Street, New York

VOL. CXVIII

NEW YORK, AUGUST 2, 1930

No. 5

A RECORD...!

We are publishing 57 books this Fall, priced from \$2.00 to \$100.00. In sheer excellence these books represent about as fine a list as the public could be offered. We have taken great pains in selecting and making them. They are correctly priced. They represent, in their various formats, as real a value as any book at any price. Out of the fifty-seven, every one is a certain seller, and many a one is a sure best-seller.

First among them is *Seed*, by Charles G. Norris, a novel of birth control, which enjoys the enviable distinction of being pronounced a big best-seller by everyone who has read it. Designed by Rockwell Kent—sells for \$2.00. Published August 15th.

On September 5, we will publish *The Edwardians*, the first novel in several years from V. Sackville-

West—current best-seller in England, a choice of the English Book Society, and selected by the Literary Guild for September. People are already asking in New York shops for this book. \$2.50

On the same date, we will publish *The Complete Sherlock Holmes*, in the A. Conan Doyle Memorial Edition. 2,000 pages. Nine whole books in two handy volumes. Selected by the Book-of-the-Month Club for September; with a preface by Christopher Morley. "A certain best-seller," says Heywood Broun. \$3.75

These three books are merely representative of the list to come, of equal excellence throughout. We will have a big book and other substantial titles coming out almost every week from now until Christmas. Next week we will give you further particulars. See the *Publishers' Weekly* of August 9th.

DOUBLEDAY, DORAN
Garden City, N. Y.

HENRY HOLT AND COMPANY announces a lower price for



MODERN BACKGAMMON

by Grosvenor Nicholas

NOW
AVAILABLE
AT A
LOWER
PRICE

Owing to the increased demand for this book in response to the rapidly growing popularity of the game of backgammon, the publishers are able to announce a reduction in price.

MODERN BACKGAMMON has come to be regarded as the standard book on this ancient game in its modern version, which is meeting an enthusiastic reception throughout the country and bids fair to reach the summits attained by Mah Jongg. It contains complete rules and directions and is, in short, a handbook for all who intend to try the game, as well as for those who are already initiated.

Backgammon, as it is played today, is in all respects unique. It combines the exciting possibilities of a game of poker in which "the sky is the limit," with perfect protection for the conservative. There need be no depressing silences and "the disturbing presence of the fair sex, and the distraction of charming conversation . . . is never unwelcome." Furthermore, modern backgammon may be played by two or by any number.

MODERN BACKGAMMON should be stocked by every bookstore in the land. Posters are available.

Formerly \$1.75

Effective today, \$1.50

HENRY HOLT AND COMPANY
ONE PARK AVENUE • NEW YORK CITY



After 20 years—his audience storms the doors!

MAURICE GUEST has outlived many a best-seller, for it has been in print since 1908. Now, republished for Henry Handel Richardson's vast new audience, MAURICE GUEST will at last become a best-seller itself. Utterly unlike the Richard Mahony trilogy, MAURICE GUEST is the love story of a young musician—"a history of the romance of youth," John Masefield calls it, "with its waywardness, its sadness, and its beauty."

Terence Holliday of The Holliday Bookshop writes: "MAURICE GUEST has been a best-seller with us since we first opened our shop ten years ago, and has never been out of stock since. I believe that Mrs. Richardson's reputation will ultimately rest on MAURICE GUEST. It is one of the very few really great novels of our time."

Now republished in a handsome edition, MAURICE GUEST will be a big book—if not *the* big book — of the fall.

MAURICE GUEST

By HENRY HANDEL RICHARDSON

576 Pages

\$2.50

August 21

W. W. NORTON



& COMPANY, INC.

70 Fifth Avenue

New York

SETH PARKER'S

★ ALBUM ★

BY SETH PARKER

of Jonesport, Maine



Here is that rare thing—a book with a ready-made audience too large to estimate. Thousands of Seth Parker fans in every city in the country are calling for it.

SETH PARKER, the Down-East philosopher who has won the hearts of a tremendous radio audience, has consented to publish his famous album of stories, epigrams and "jest plain sayin's" in response to a request which could not be denied.

Devoted followers of this most kindly and human radio entertainer have written to him again and again asking for the book which would sum up his warm-hearted philosophy and enlarge the number of his pithy stories of human ways. Now it is here.

The book is filled with the pungent, earthy humor and wisdom which have made Seth Parker one of the most popular characters broadcasting over the N. B. C. network. A large audience awaits it. Dealers will find SETH PARKER'S ALBUM just the sort of dependable seller needed at the present time. (Illustrated) Ready August 15th \$1.50

THE CENTURY CO. 353 FOURTH AVE.

SETH PARKER

—has built up a record-breaking radio following in less than two years!

—everywhere throughout the country you will find thousands of people who would as soon think of missing their Sunday dinner as of missing "Sunday Evening at the Home of Seth Parker," broadcast each week by the National Broadcasting system.

—you will find them swearing staunch allegiance to the stations broadcasting "Seth Parker's Old Fashioned Singing School" each week.

—the music publishers sold 50 000 copies of Seth Parker's *Hymns* in less than two weeks.

—the demands for the "Seth Parker book" have been piling up in the offices of broadcasting stations for over a year.

NOW, HERE IT IS!

Do You Know A Way To Sell More Books?

Recently R. L. Duffus explored the whole field of book publication and distribution in * "Books: Their place in a Democracy", a little volume of vital importance to authors, librarians, publishers, and in fact to the entire book-trade. The timeliness of Mr. Duffus's book and the fact that in it he has laid the necessary practical ground-work for any new departure in book-selling leads us to

Offer A \$50.00 Prize

for the best constructive suggestion for selling more books, based on the Duffus volume. The award will be a cash one, and all contributions must be typewritten and mailed to Houghton Mifflin Company, 2 Park Street, Boston, Massachusetts, to reach the office not later than October 1st, 1930.

It is not necessary to purchase "Books: Their Place in a Democracy" to enter the contest. The book can be had from the public library or it can be examined free at the office of the publishers.

HOUGHTON MIFFLIN COMPANY

* BOOKS: THEIR PLACE IN A DEMOCRACY was undertaken by Mr. Duffus for the Carnegie Corporation and was published July 9th. It includes a discussion of the recent price-cutting. \$2.00.

ALFRED · A · KNOPF

Announces the following books for publication
on SEPTEMBER 19th

MOSAIC

by G. B. STERN

In this parallel to her tremendously popular Jewish novel, *The Matriarch*, G. B. Stern's public will find another rich canvas of characters such as she alone can command.

\$2.50

THE CASTLE

by FRANZ KAFKA

Readers of fine literature will understand why this beautiful allegory which Humbert Wolfe has likened to "the dream of an angel told by a child to its mother," has been received in England and Germany as a major work of art.

\$3.00

THE SON AVENGER

by SIGRID UNDSÆT

The author of *Kristin Lavransdatter* completes in this novel her magnificent new tetralogy, *The Master of Hestviken*.

\$3.00

THE EAGLE AND THE SERPENT

by MARTÍN LUÍS GUZMÁN

Mexico has accepted as the authentic chronicle of its Revolution this dramatic account of the intrigues of Villa, Obregon and Carranza.

\$2.50

COSIMA WAGNER

by RICHARD COUNT DU-MOULIN ECKART

This first authorized biography of Richard Wagner's fascinating wife will be of prime interest to all music lovers. Many quotations from Cosima's intimate diaries and from hundreds of letters never before made public present a wealth of new material on Wagner, Von Bülow and other 19th century musical figures.

2 volumes

\$10.00

PRISONER OF WAR

by EDWIN ERICH DWINGER

The utter brutality with which a German officer relates the horrors he experienced in Russian and Siberian prisons, marks this diary as the most realistic piece of war literature yet published.

\$2.50

PRINCE EULENBURG, THE KAISER'S FRIEND

by JOHANNES HALLER

Not only the Kaiser's one bosom friend, but the enigmatic personality of Wilhelm II and other outstanding figures of pre-war Germany are vividly presented in these memoirs.

Two volumes

\$10.00

THE SPIRIT OF THE CHINESE REVOLUTION

by ARTHUR N. HOLCOMBE

A survey of the political trends in China during the last five years remarkably clarifying America's confused impressions of that country. This book will be in demand wherever there is an interest in world politics.

\$2.00

TURNING POINT

by JOHN V. A. WEAVER

Mr. Weaver's many admirers will find the same human appeal in these new poems about the lives of ordinary people that they found in *To Youth* and *In American*.

\$2.00

THE SOUTH FORELAND MURDER

by J. S. FLETCHER

To anyone who has ever read him, the announcement of a new Fletcher is the only sales talk necessary.

\$2.00

ALFRED · A · KNOPF · PUBLISHER

730 FIFTH AVENUE · NEW YORK



Our Good Fortune is also yours!

All publishers have their ups and downs. At the moment we happen to be up, thanks to the bookseller. Under the circumstances, we'd like to share our good luck with you. Our signature below, attached to your order and sent to us any time before September 1st, will entitle you to our maximum traveller's discount *on these books only*. Use it to your advantage.

NATIONAL BEST-SELLERS

THE SELBYS by Anne Green\$2.50
 THE STORY OF SAN MICHELE by Axel Munthe\$3.75
 MARY GLADSTONE, Her Letters and Diaries\$5.00

FAST-SELLERS

THE GREEN JADE HAND by Harry Stephen Keeler\$2.00
 MR. PIM by A. A. Milne\$2.50
 THE PATRIOT'S PROGRESS by Henry Williamson\$2.50
 ANDROMEDA IN WIMPOLE STREET by Dormer Creston.\$3.00
 A FLOCK OF BIRDS by Kathleen Coyle\$2.50

BOOKS WITH BIG SALES POSSIBILITIES

to be published in August

WATER AND GOLD by Lewis S. Palen\$3.00	MUSIC by William Lyon Phelps\$1.00
TWINKLE, TWINKLE, MOVIE STAR by Harry S. Brundidge\$3.00	IMAGINATION by S. Parkes Cadman\$1.00
L'AMOUR, or, THE ART OF LOVE by Paul Gerald\$1.00	GEORGE WASHINGTON'S COUNTRY by Marietta Minnigerode Andrews\$3.75
JENNY HEYSTEN'S CAREER by Jo Van Ammers Kuller\$2.50	DISILLUSIONED INDIA by Dhan Gopal Mukerji ..\$2.50
CONTRACT BRIDGE IN 20 MINUTES by Harold Thorne\$1.00	BOOK OF GLIDERS by Edwin Way Teale\$2.50
BOOK OF MURDER by Frederick Irving Anderson\$2.00	A-100 by Bruce Harrison. <i>The Dutton Clue Mystery for September</i>\$2.00
THE LITTLE DOG LAUGHED by Leonard Merrick. <i>The Dutton Prize Book for August</i>\$2.50	MADAME DE MAINTENON by Maude Cruttwell ...\$5.00

E. P. DUTTON & CO., Inc., 300 Fourth Ave., N. Y.

(P. W. August 2nd)

Third DUTTON Announcement

An entirely different idea
Boys and girls

THE PUBLICATIONS TO BE USED

PARENTS MAGAZINE
CHILD LIFE
JUNIOR HOME
JOHN MARTIN'S
BOOK
AMERICAN GIRL
BOYS LIFE
OPEN ROAD FOR
BOYS
ST. NICHOLAS
AMERICAN
MERCURY
SCRIBNER'S
HARPER'S
ATLANTIC
MONTHLY
FORUM
GOLDEN BOOK
BOOKMAN
NATION
NEW YORK TIMES
NEW YORK HERALD
TRIBUNE
NEW YORK WORLD
CHICAGO TRIBUNE
BOSTON
TRANSCRIPT
PHILADELPHIA
INQUIRER

Too many publishers (including ourselves) have failed to make the advertising of books for boys and girls *interesting* to this audience. It's been just book advertising. Other manufacturers selling merchandise to the same children, talking to the same public, and *competing for the same dollar*, use real human interest appeal. And get results.

Books for children can be advertised just as effectively. And Dutton will do it. Dutton will use human interest advertising. Here are some sketched examples of it. Advertising that makes children say, "I want that book."

Each advertisement will be geared to appeal directly to a certain market by featuring books

The Market to Be Reached

450,000 Children under 12
430,000 Adolescent boys and girls
from 12 to 20
200,000 Boy Scouts
60,000 Girl Scouts
1,200,000 Parents
4,000,000 Families
30,000,000 Total Readers

E. P. DUTTON & CO., Inc.

Important for Fall

for advertising books for
and girls

of demonstrated interest to that market. For example, in a medium publishing a predominance of pirate and adventure stories, Dutton advertising will feature Dutton books on pirate and adventure stories. And so on.

Further, the entire advertising campaign will be shot directly at the Juvenile Market plus Parents, Teachers, etc., as represented by the publications listed here.

Thus, every advertisement is aimed to make its appeal to a *live prospect*; every advertisement made to pay. This sure shot advertising begins in the early Fall. Send coupon for full information today.



Order NOW for Maximum Discount

Instead of attempting to describe the new Dutton Books for Boys and Girls in this space, we have told you something of our plans to help move these books out of your store this Fall. Send for the beautifully illustrated catalog, just published, fully describing Dutton's Books for Boys and Girls for 1930.

In 400 Fourth Ave., New York



MAIL THIS TODAY

I'm interested in placing a Fall stock order of juvenile books. Send me your special Fall stock order discounts on juvenile books.

Send copy of beautifully illustrated catalog, "Dutton Books for Boys and Girls 1930." Just off the press.

Name

Address

Name of Store

By the author of
"DIVERSEY"

EL GOES SOUTH

By MACKINLAY KANTOR

A story of Boisterous, Hard-Boiled Life in "New" Chicago



NEW PREMIER FICTION
READY AUGUST 18

New and Distinguished
Fiction in a striking format.
Write for details of
our unusual *Dealer Proposition*.

\$1.50

GULF STREAM

By MARIE STANLEY

"One of the most interesting and expertly
handled novels on the ever absorbing theme
of mixed bloods that I have ever read."

—Roark Bradford. \$1.50

THE RECTOR'S DAUGHTER

By F. M. MAYOR

"This is what I call *writing*," says Christopher Morley of this remarkable novel of an English village. "I was shamed by the book's triumphant simpleness." \$1.50

THE brilliant young author of *Diversey*, that first famous novel of the Chicago gangs, writes a new big-seller packed with action and excitement.

Meet the Troutwines — Father, a department store claim adjuster; Charlotte, a "beauty counselor"; Theodore, a radio salesman; Pauline, gay and exuberant; Douglas, morose, silent. They all live together, sometimes happily, sometimes with hectic bickering, until the advent of two outsiders brings to a tense crisis the growing drama of their lives.

El Goes South will be one of the talked-about books of the Fall.

Coming AUGUST 18th \$2.00

COWARD-McCANN, INC. • 425 Fourth Avenue • NEW YORK

The

CHEERFUL CHERUB

*brings
good
cheer*

One week after
publication the
Second Series
is going into an-
other large printing.

\$2.00



COVICI • FRIEDE • PUBLISHERS • 386 Fourth Avenue • New York

On

August 18th

the
most
controversial
novel
of
the
century
will
be
released
at

\$2.00

COVICI • FRIEDE • PUBLISHERS • 386 Fourth Avenue • New York



THE
WELL
OF
LONELINESS
BY
RADCLYFFE
HALL



COVICI • FRIEDE • PUBLISHERS • 386 Fourth Avenue • New York

OSCAR WILDE

His Life and Confessions

by Frank Harris

Frank Harris's famous biography of Oscar Wilde is at last available in a single volume. Previously published in an expensive two-volume edition, now withdrawn, it is here presented, complete and unexpurgated. It includes the hitherto unpublished full and final confession of Lord Alfred Douglas and a memoir and estimate of Oscar Wilde by Bernard Shaw.

Illustrated \$3.75

The Authorized Edition

IDEAL MARRIAGE

Its Physiology and Technique

BY TH. H. VAN DE VELDE

Translated by Stella Browne

Physicians, social workers, psychologists and teachers will find this book a comprehensive and authoritative work on the physical problems of the marital relationship. Written soberly and intelligently, it fulfils a high scientific purpose and provides accurate information on the most delicate and perplexing of human problems.

The sale of this work, because of its scientific character, is positively restricted to physicians, lawyers, ministers and educators.

Illustrated \$7.50

COVICI-FRIEDE-PUBLISHERS-386 Fourth Avenue-New York

THE PRIZE WINNING REVIEW

of

Bernard Newman's



THE CAVALRY GOES THROUGH!

Written by

JAMES P. THRELKELD

New Mexico Book Store

Albuquerque, New Mexico

"*The Cavalry Goes Through*' by Bernard Newman is a war novel with enough originality to set it apart from the multitude of other books on the World War. It should be a boon to booksellers and to war novel addicts who have tired of the unceasing repetition of viewpoint that seems to have stamped most of the books on this subject to date. Newman has given the facts of the World War an imaginary twist and has produced a narrative that positively scintillates with ingenious ideas and situations. He boldly abolishes many of the causes that retarded the war, such as red tape, politics, and various phases of military discipline and is thereby enabled to bring victory to the Allied Armies before America even entered the conflict. To those interested in military tactics the book will give much food for thought. Others who desire the satirical vein will not be disappointed. But to most of us it will have its appeal as a riotous yarn into which one is irresistibly drawn, not as a spectator, but as a combatant himself. And when with the clang of sabres and the thud of hooves 'the cavalry goes through' we will find it difficult to suppress the cheer that comes from the throat of the soldier when victory crowns his efforts."

Honorable mention is given to L. H. Eslick of Brentano's, 225 Fifth Avenue, New York City; Yvonne Firkins, of David Spencer, Ltd., Vancouver, B. C.; and R. C. Wright of Newbegin's Bookstore, San Francisco. They will receive shortly a copy of the limited edition of Rosamond Lehmann's *A NOTE IN MUSIC* signed by the author. There were several other reviews which pressed the leaders very closely. In fact, we were altogether delighted with the response

and the high quality of the reviews—not to mention the enthusiasm for the book which was so heartily evidenced!

A new prize contest will start on the publication of *The Cavalry Goes Through*. This time it will be for the general public, but the book trade is by no means disbarred. Watch for details to be announced on date of publication.

To be published August 15th

\$2.00

HENRY HOLT & CO., 1 PARK AVENUE, NEW YORK

P

P

PUBLICATION DATES ADVANCED
On Three Important Novels

To fill an urgent need for good fiction, we have advanced the publication date of three of our leading novels:

First Printing, 5000

SOPHIE

By Frances R. Sterrett

The story of "A little American of Swedish design" \$2.00 **August 1st**

First Printing, 50,000

WILD WIND

By Temple Bailey

A heart-stirring tale of love and sacrifice
 \$2.00 **August 15th**

First Printing, 15,000

LIGHTED WINDOWS

By Emilie Loring

A swift moving romance of New York and Alaska \$2.00 **August 25th**

THE PENN PUBLISHING COMPANY
PHILADELPHIA

P

P

HARPER AUGUST BOOKS

NON-FICTION

THIS LAND OF LIBERTY

By ERNEST SUTHERLAND BATES

An American searches for liberty. A book to open eyes and stir men's minds to questionings. \$3.00 AUG. 21

GOETHALS *Genius of the Panama Canal*

By JOSEPH B. BISHOP and FARNHAM BISHOP

The only biography of the indomitable General who directed the greatest task ever accomplished by any nation. \$5.00 AUG. 21

LEIGH HUNT AND HIS CIRCLE

A Biography by EDMUND BLUNDEN

A personal biography of the Friend of Genius: a distinguished book by a distinguished man of letters. \$5.00 AUG. 14

FICTION

HER FATHER'S HOUSE

By HILDA VAUGHAN, author of "The Invader"

A romantic novel of a Welsh girl which strikes a deep chord of emotion and is shot through with wild beauty.

\$2.50 AUG. 14

DIAMONDS TO SIT ON

By ILYA ILF and EUGENE PETROV

A Russian widower in search of a chair, encounters some hair-raising adventures. Humorous and extremely thrilling.

\$2.00 AUG. 14

SEALED MYSTERIES

THE TRIAL OF SCOTLAND YARD

By STUART MARTIN, author of "The Fifteen Cells"

A fiendishly ingenious story of a man murdered in a room filled with Scotland Yard detectives.

\$2.00 AUG. 14

THE MAN IN THE RED HAT

By RICHARD KEVERNE, author of "The Sanfield Scandal"

Romance and murder in a weird tale of rural Suffolk.

\$2.00 AUG. 21

AUGUST BOOKS - HARPER

SHEILA KAYE-SMITH

Has Just Completed Her Greatest Novel

THOUSANDS are waiting for this long-heralded novel, *Shepherds in Sackcloth*, coming August 21st, which readers and discerning booksellers have already tagged as A BIG FALL NOVEL.

Sheila Kaye-Smith's sales have leapt with each novel, and *Shepherds in Sackcloth*, the rich, timeless novel for which her genius and increasing public have been "pointing," will insure her place among the Popular Authors of the times. Sheila Kaye-Smith *is ready!*

The New Statesman (London) acclaims *Shepherds in Sackcloth*. "This is a story which condemns nothing save intolerance, pleads for nothing save kindness. If it does not haunt you a little, either you are very hard hearted or else you are already a saint. And if you fail to be profoundly moved by the love scene between Theresa and George on the sun-soaked thyme-scented marriage bed of Edburton Hill, then either you have forgotten what first love feels like or else you can never have known it."

SHEPHERDS

A new novel by the author of "Joanna G" " "

\$2.50

AUGUST 21st

AM
te love!

READY
AUGUST
21st

By the author of "Joanna Godden," "The Village Doctor," etc.



SHEILA KAYE-SMITH

SHEPHERDS
IN
SACKCLOTH

SHEPHERDS
IN
SACKCLOTH

"There is a deeply satisfying quality in all of Smith's work. No book of hers can ever disappoint, but from a ripple of surface impression, but from fundamental wisdom and tolerance as old as the earth itself, as indisputable. Her men and women are engaged in the ordinary, humdrum, sorrowful, passionate conflict of life. She does not have to invent plots for them, because the plot, and that has tang enough."—G. B. STEIN



HARPER & BROTHERS

SACKCLOTH

a G. "The End of the House of Alard", etc.

HARPER & BROTHERS



...“the joy of living in an age of doubt

is the chance to look facts, traditions, opinions, and biases squarely in the face, applying such yard-sticks as judgment gives us.” This is the well-founded belief of one FORUM reader, who doesn't agree with half the articles published and wouldn't read the magazine if he did!

Right here you have the kernel of FORUM'S editorial attraction: the vigorous, unhampered presentation of other people's ideas. Indisputably, half the world wants to know what the other half thinks—FORUM gives them an opportunity to find out, and to express their own ideas in sharp opposition.

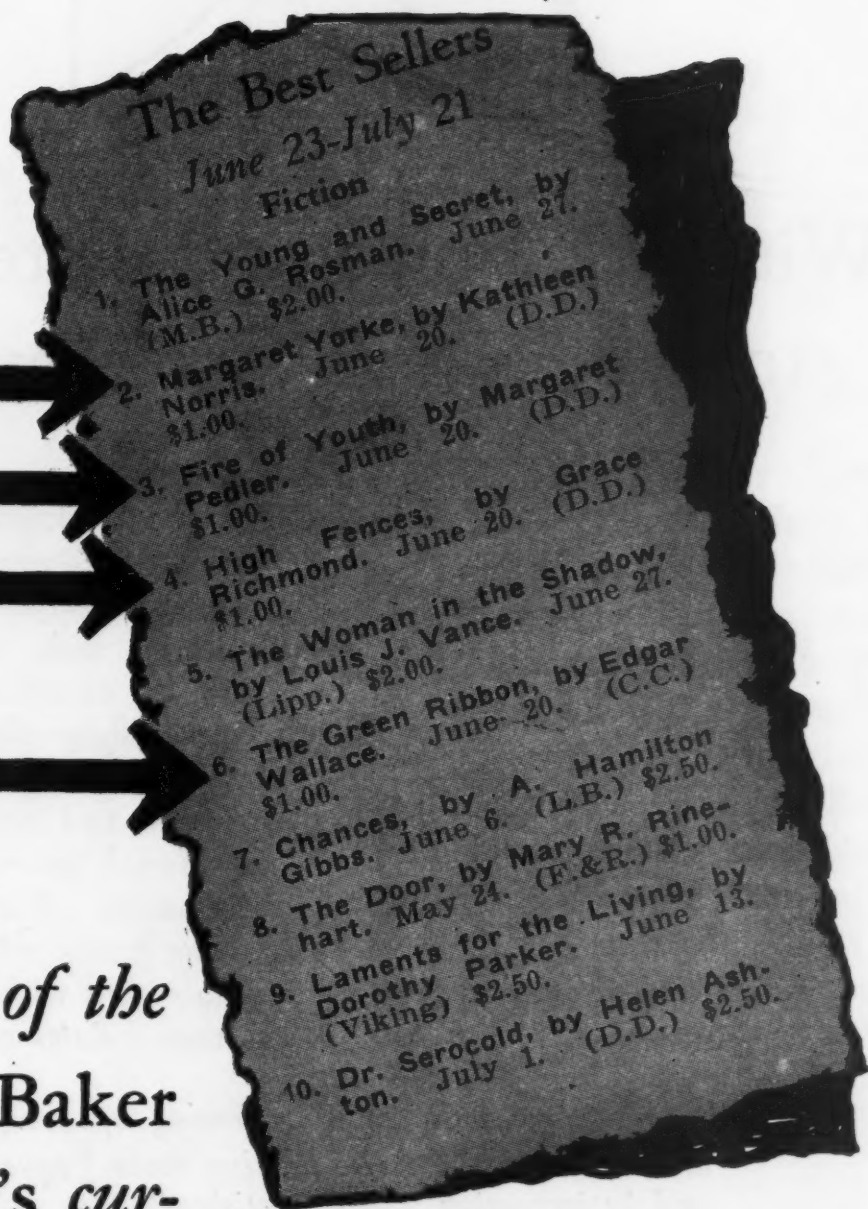
You will find FORUM readers a lively minded group of mature moderns—one hundred thousand who know and prefer the better things in life and have the ability to acquire them. A buying market for quality products and services worth investigating.

FORUM

and Century

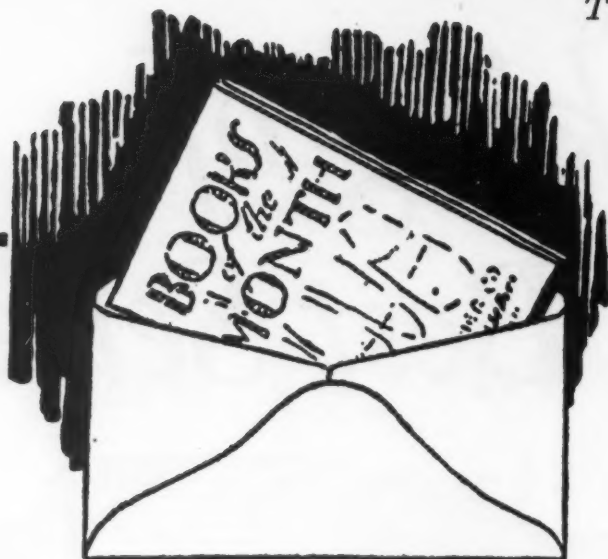
Edited by HENRY GODDARD LEACH, 441 Lexington Avenue—New York, N. Y.

Speaking of Best Sellers...



→ 4 of the
books on Baker
& Taylor's cur-

rent list are DOUBLEDAY, DORAN
and CRIME CLUB
new \$1 Novels!



With your bills and statements to the known book buyers

send *Books of the Month*. It is a catalog of each month's new books so attractive and so handy as to interest your customers in their next book purchases. It is of such size and weight that it goes with letter, bill or statement without any additional postage cost. Here is the finest type of advertising for the bookshop — service to your clientele at a minimum of cost to yourself.

Increasingly everyone agrees that the bookshop should advertise to its own buyers and prospective buyers; should continuously seek more business from its established clientele. If your shop plans to advertise begin with your present mailings and send *Books of the Month* out with bills and statements. Remember, this catalog mails with letter, bill or statement without additional postage. *Rates on Request.*

"You can get business by following up prospects more vigorously, by circularizing more frequently, and by increasing your advertising."

R. R. BOWKER COMPANY

62 West 45th Street, New York, N. Y.



AMERICAN
BOOK
BINDERY
STRATFORD
PRESS
INC

represents New York City's largest
complete facilities for book
manufacturing

Holland Plaza Building, 75 Varick Street, New York

Dorothy Canfield's new novel, "The Deepening Stream," a full-length, intense story about normal people, can be relied upon to make its way to the best seller lists in any season. Her first novel in four years.

*By the author of
"The Brimming Cup"*

*Ready, October 10
\$2.00*

*Harcourt, Brace & Co.
383 Madison Ave., N. Y.*

The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, AUGUST 2, 1930

American Books in Havana

Dale Warren

Reading Is Not One of The Fine Arts in Cuba. The Greatest Call for Books Lies in the Reprint and Cheap Edition Field

"**M**ANANA," says the Cuban, meaning, in free translation: Never do today what you can put off until tomorrow. It renders involved explanations superfluous; it saves energy and worry and elaborate excuses; it salves many a guilty conscience. In short, it's a good slogan.

Reading is not one of the fine arts in Cuba. What with casinos and horse races, Bacardi and open air night-clubs, luxurious bathing beaches and noonday siestas it is relegated to the limbo of possible but not probable experiences. Beneath the tropic suns that flame above its flower-lined boulevards even the redoubtable Edgar Wallace has but the ghost of a chance. Here in the cold, gray northland detective story fans polish off his latest thriller in two or three hours but in Havana there is always too much else to do. Have a good time today; reading can wait until tomorrow. You can keep a book out of a lending library as long as you please without extra charge, and often the works of Mr. Wallace, for instance, make a three weeks' visit before returning to the company of their brothers on the shelves.

This particular bit of information was gleaned from Mr. Dorado, proprietor of La Bohemia, a shop that deals exclusively with American and English books. It is centrally located on the Parque Central, a short distance from the Hotel Inglaterra,

familiar to all readers of Hergesheimer's "San Cristobal de la Habana," and caters both to winter transients and to the American residential colony. Each customer who buys a book at a minimum price of \$2.00 automatically becomes a member of La Bohemia's lending library. Books may then be taken out upon payment of twenty cents apiece and there is no time limit set for their return. The Cuban bookseller thus dispenses with follow-up cards and the book-keeping a daily charge involves.

"Sex and detective stories," answered Mr. Dorado when I asked him what type of reading matter was the most in demand. As an earnest of the former he pointed to "Ex-Wife," "Ex-Husband" and "Ex-Mistress" and then indicated a group of shelves lined with Wallace, Fletcher, Van Dyne, Valentine Williams, and Agatha Christie. La Bohemia deals chiefly in fiction and, although nearly five hundred copies of the English edition of "All Quiet on the Western Front" were sold during the last year, by far the greatest call is for reprints and cheap editions. Grosset and Dunlap, whose salesman calls twice a year, is well represented and there is likewise a steady demand for Nelson's Classics. A traveler carrying the Modern Library and the Liveright line makes an annual trip to Havana but as far as I could learn no other American publishers solicit Cuban business directly.

Orders are very largely filled by Baker and Taylor, with stock received within a week if ordered by cable and within ten days or two weeks if ordered by mail. The dealer who must stand the transportation charges and as well pay the duty (which is reckoned by weight) feels that he must add to the list price of the volumes he sells in order to insure a satisfactory price. There is, therefore, generally speaking, a surtax of twenty-five cents on two dollar, two-fifty and three dollar books. Titles in the Modern Library sell for \$1 and prices of other less expensive books are inclined to vary.

Although La Bohemia has been in existence for only two years, H. E. Swan has been selling American books for more than thirty years. Casa Swan is situated on Obuispo Street, a busy and congested thoroughfare so narrow that the awnings from the stores on opposite sides practically touch each other over the way. It is presided over by Mr. Swan and his ingratiating Cuban wife and deals in stationery and office supplies in addition to books. Here again I learned that cheaper books have a better chance than the latest novels and biographies. The Star Dollar Series, innumerable Hodder & Stoughton reprints and the Riverside Library were all prominently displayed, as well as the publications of the Ronald Press and a group of books on bridge. Anne Douglas Sedgwick's "Dark Hester" was reported as the best selling new novel of the last year.

Across the street is located Casa Wilson, an imposing emporium which styles itself "Perfumeria, Libreria, Papeleria, Quincalla." The book department deals primarily in French and Spanish books, the Modern Library, the publications of Horace Liveright and a miscellaneous assortment of reprints. Americans flock thither to purchase copies of James Joyce's "Ulysses," imported direct from Shakespeare & Company in Paris, and offered at prices ranging from five to seven dollars. More than two hundred copies were sold during the year of publication and the annual sale at the present time is approximately fifty.

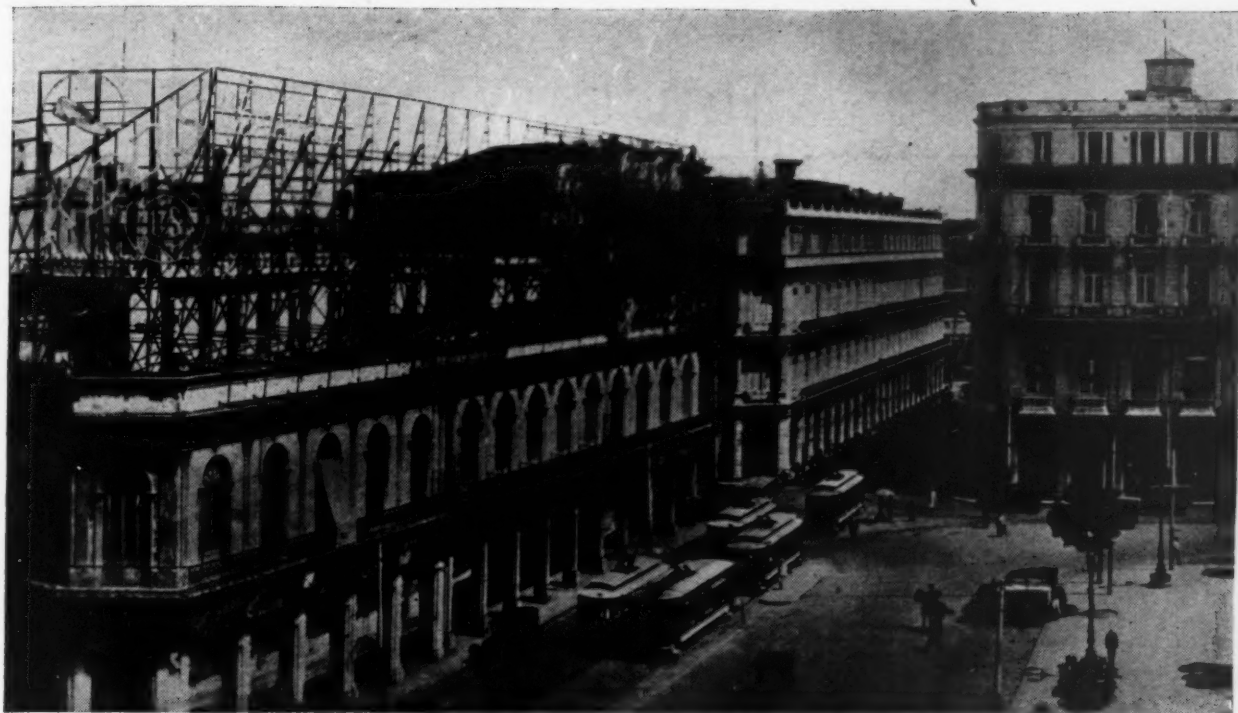
Practically all the leading American magazines and periodicals can be found at the bookstores, hotels and news-stands, being distributed by Benigno Perez Y

Hno., local representatives of the American News Company. From Mr. Perez I learned that the *Cosmopolitan* has the largest circulation in Havana, selling about eight hundred and fifty copies an issue, with *Photoplay*, at two hundred, not a very close second. Of the so-called quality magazines, the *American Mercury* was in the lead, with approximately seventy-five. Perez has not yet invaded the book field.

Cultural, S. A., with its two branches, La Modernia Poesia and Libreria Cervantes, constitutes the largest Spanish bookstore, but aside from *Everyman* and a scattering of heterogeneous titles, scarcely deals at all with American books. The counters are heaped, to quote from Hergesheimer, "with volumes paper-bound in a variegated brightness of color and design" and the jackets represent vigorously imagined scenes of battle, murder, theft and seduction. Many English and American authors have found their way into Spanish translation and although the majority of titles are far from comprehensible one easily detects the work of Mary Roberts Rinehart, Elinor Glyn, Curwood, Zane Gray, Kyne, Wallace, Sabatini, Wren, Williamson, Tarkington and Concordia Merrill. Also Ludwig, Hugo West, Bret Harte, Shaw, Waldo Frank and Martin Johnson. A Spanish title to catch my attention was Calverton and Schmalhausen's "El Sexo en la Civilizacion: Con una introduccion de Havelock Ellis," and for the first time in my life my admiring eyes gazed upon the ten volumes which compose the "Obras Completas de Profesor S. Freud."

Volumes with a Spanish, Cuban, Central or South American background are enthusiastically pushed by the stores which carry American books. Terry's "Guide to Cuba," for which the Cuban agency is held by Swan, is a steady seller, as well as Hergesheimer's "San Cristobal," although I was told that Hergesheimer's popularity suffered somewhat after the film version of "Cytherea" was released in Havana. Ibañez is greatly admired by some and greatly scorned by others. Basil Woon's "When It's Cocktail Time in Cuba" is eagerly sought by American tourists and religiously shunned by the native Cubans, who resent what they call its wealth of misinformation.

Agnes Rothery and A. Hyatt Verrill are



A view of one section of the Pargue Central in Havana showing the location of La Bohemia, the only bookstore in Cuba which deals exclusively in American and English books

two travel writers who are constantly in demand, and Willis Fletcher Johnson's five-volume "History of Cuba" is regarded as standard. At one store I noticed, among other American titles, the two new biographies of Bolivar, the novels of Eleanor Mercein Kelly, "Cockpit" and "The Son of Perdition" by James Gould Cozzens, and John Buchan's "Courts of the Morning." Taking advantage of the author's residence in Havana, La Bohemia is selling Burnham Carter's new novel, "Mortal Men." Numbered among recent visitors are J. P. McEvoy, Nina Wilcox Putnam and Isaac F. Marcossan, and their work is followed in many quarters with personal interest.

Book news is gained chiefly from a perusal of the *New York Times* Book Review and "Books" of the *New York Herald Tribune*, supplemented locally by Elizabeth S. Healy's reviews in the *Havana American* and the book review department of *Cuban Topics*. The latter is a magazine of Cuban interest, edited by Aileen Hagerty, formerly connected with the *Minneapolis Tribune*, and its book reviews are handled by a young English resident who signs herself "Anne Boleyn." The

public library situation is not encouraging although a good circulating library is maintained by the American Woman's Club.

Cubans familiar with the American language are constantly availing themselves of the opportunities offered by the shops specializing in American books, while, on the other hand, a number of American residents order by mail from the New York stores. From one acquaintance I learned that no books were bought at all, as his family were kept well supplied by gifts of the latest novels which their tourist friends had read on the trip from New York to Havana. Another occasionally sent to the stores in Miami and a third had come to the conclusion that reading just wasn't done in Cuba. About the time I had finally decided that books were not a fit topic for table talk I found myself seated next to a bewitching Spanish señorita whose enthusiasm was no less disarming than her accent was picturesque. She asked me where I lived and I averred that it was Boston. "Oh," she quickly rejoined, "I have yust read ze most fascinating book publish in Boston!" Here was my cue. I asked her what it was. "Ze White Oak of Yalna" was her enchanted reply.

Your August Windows

Alfred Ernest Knight

Smith & Butterfield, Evansville, Ind.

IT must be granted that from the book-seller's standpoint, August is about the toughest month of the year in which to do business. Nearly everyone who can get away at all, is on vacation and normal business is very nearly at a standstill. Still, the fact remains that if nearly every one is on vacation, it is the logical time to sell them the idea of vacation reading. For most of us who live in inland towns, or where vacation spells a trip to some other place, it is perhaps a little late to stress the vacation reading idea, the logical time being June or July, before the natives have gone away. If on the other hand, your store is happily located in the mountains or by the seashore, or in some strategic vacation spot it is not too late to capitalize on your local paradise and make hay while the sun shines. Down in Miami, they say it is always June, but up in Maine it is only June in midsummer, so one has to be guided in his displays by local conditions as to climate, time and reference to vacational possibilities.

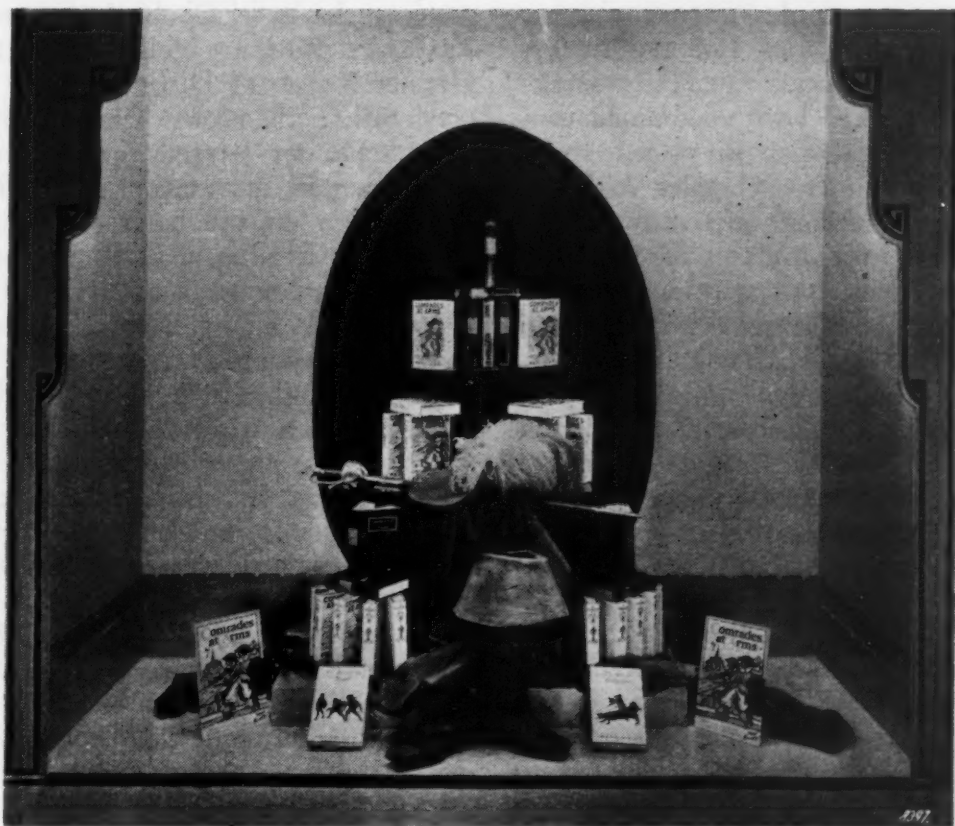
One of the questions every dealer asks himself at some time or other is, "How often should I change my window display?" The answer to this question is that the dealer must determine for himself how long to leave his display on view. He must be governed by local conditions and the size of his community. Ordinarily in a city of from 50,000 to 100,000 it would seem advisable to change the display once every seven days. Put the display in Thursday or Friday—we use Friday morning at Smith & Butterfield—and let it carry its appealing message through the week. In a survey of drug store windows reported by Graham L. Hemminger for *Drug Topics* it was found that 63% of the stores investigated, changed their displays weekly. This seems to be good practice everywhere. On the other hand some dealers are prompt to alter a display in from one to three days if it fails to bring

a satisfactory response from the public. A window display that either does not attract passers-by or sell merchandise is best changed or completely withdrawn as soon as its ineffectiveness has been determined. This sometimes hurts, but is usually the right course.

Assuming then that a seven day window display is the approximate ideal, we must not take it for granted, therefore, that under no circumstances shall the display stay in longer than that. If a display produces results in consumer demand and keeps the cash register ringing a merry tune, it might be good common sense to keep the display in as long as it continues to pull. Here in Evansville, we occasionally keep a display in two weeks or more if it proves a winner, and we usually plan some of our more important seasonal windows with the idea of their being kept in for ten to fourteen days. After all, the vitality of a window, is the determining factor as to its longevity.

For color scheme this month it will be well to use the lighter pastel shades: blues, greens, pale yellows, lavenders, and even white. According to Donna B. Cooley, an expert in window color combinations, a window decorated in a light bright blue and a pleasing shade of orange makes the best combination for advertising purposes, but at this season of the year, let me warn you against too liberal use of orange or other warm colors. Bear the above combination in mind, though, as it has been proved by actual experiment that these colors in combination are the most alluring you can get, and are the best trade attractors that color can produce.

For your eight August windows—I am assuming you have two windows and that you will trim them on an average of once a week—the following suggestions are made as being suitable for the time and climate. What is good in Asbury Park, Southampton or Orchard Beach might not



This window display has been designed especially for the small bookshop by Longmans, Green. The display is arranged in a narrow window two feet deep. The hat, books and sword are displayed with copies of "Comrades At Arms" to be published August 6

be applicable this month in Albuquerque, Nashville or Elkhart, so you will have to be governed to some extent by local conditions, but the suggestions made are average and here they are:

FIRST WEEK

Window A. Vacation reading for boys and girls.

Window B. Vacation reading for everybody.

SECOND WEEK

Window A. Dollar books for vacation reading.

Window B. Seventy-five cent books for vacation reading.

THIRD WEEK

Window A. Outdoor books on sports, fishing, etc.

Window B. All American travel window.

FOURTH WEEK

Window A. School books and accessories.

Window B. New fiction and non-fiction.

For your first window, Vacation reading for boys and girls, it will be found advantageous to crowd your window some-

what to get a mass effect. It has been my experience that in order to get the best results from this kind of display it is well to stage a simple merchandising window with very little in the way of outside props. A few well-designed showcards or posters, preferably those furnished by the publishing houses featuring their various series of books for boys and girls will be found ample for decorative purposes and carry the appeal better than any sign you could make yourself.

Put your books in the window in large pyramids. Separate the boys' books from the girls, but it is not necessary in carrying out this idea to separate the series of books unless you want to. It is quite in order in this type of display to show the Rover Boys, Tom Slade, Outdoor Chums, Tom Fairfield, etc., in one pyramid, while in another you could feature the Betty Gordon, Polly, Blythe Girls, Girl Scouts, etc. If you have plenty of books and can build three pyramids it might be well to separate the books for younger children and give them a pyramid all to themselves.

In this way you could feature a mass pyramid of the Curlytops, Bobbsey Twins, Sunny Boy, etc. books. Generally speaking this window had best be confined to a single priced line such as the 50-cent series of Grossett & Dunlap, Cupples & Leon, A. L. Burt and such houses, while if your stock warrants it, a similar window could be made equally effective with dollar books such as the Doubleday Windmill line, Winston's Children's Classics, Grosset's Juveniles of Distinction and the dollar lines of Penn, Page, Harper, Scribner and others.

Window B for this week should be summery in effect. A very attractive setting for such a window would be one which the writer used in Springfield, Mass., at the Friendly Bookshop. This window, in size about 8 x 12 ft. was arranged as follows: A floor of artificial grass was first laid. On this was disposed a wicker porch chair with colorful cushions as the centerpiece. At one side of the chair was placed a traveling bag suggesting travel, and leaning against the chair a golf bag with clubs suggested outdoor sports. Scattered on the grass, on the chair, and on shelves at the back of the window were new books of fiction. Some vacation folders and time tables obtained from the local ticket agent of the railroads were scattered about, also some automobile blue books and maps from stock. A card bearing the simple legend; "Make your vacation complete, with books" completed the ensemble. This is a window that is inexpensive. Most of the items you either have at home or can borrow from some friend and the trimming of the window won't try your patience on a hot day.

For your second week, a display of dollar books in Window A should bring in many of the little greenbacks to your cash register. For the main props of this window I would suggest getting a quantity of clean sand—beach sand if you can get it—and spreading this over the floor of your window to give a beach effect. Obtain a beach chair and sun parasol from some dealer in your neighborhood and put in your big display of books back of and at one side of the chair. Scatter a number of the more attractive books around on the sand and lay one on the chair. Use the lightest kind of reading, preferably fiction

such as the new Doubleday, Doran and Farrar & Rinehart dollar books and the Grosset Novels of Distinction for this display rather than the heavier non-fiction series. Do not detract from the main idea by putting in too many signs. One well placed sign on the biggest pile of books "Vacation Reading \$1.00" should suffice to carry your message to the public.

In your Window B for this week mass a big display of 75 cent fiction in huge pyramids similar to that suggested for the boys and girls window in the first week's display. Use plenty of display matter with this window, and if any cards carry the vacation idea, so much the better.

For the third week in Window A, I would run an outdoor recreational window. You could use again some of the props used in the vacation reading window No. 2, but I would eliminate the porch chair and use either some tennis rackets, fishing poles, golf sticks or hunting rifles as the central feature. If you can get a small pup tent rigged up in the window do so. Place your books in small but neatly arranged groups of a kind. A group on fishing, another on golf, one on tennis, one on motor boating or yachting, and others on campcraft, woodcraft, etc. A few automobile maps and guides will not be amiss. For this window the simpler the display sign, the better. One reading "Helpful Books for the Vacationists" would be sufficient. Let the window speak for itself. For the background trim an arrangement of paper in plain green, or in green and white alternating strips would be effective. If you can get some logs and a few sprays of green leaves fresh from the tree they will add atmosphere of the right kind and should cost little or nothing.

For Window B this week I have suggested books on travel, stressing the idea of "See America First." This may seem rather out of place to some but nevertheless the fact remains that many people do travel in the fall of the year when nature is at her best and what more appropriate time to suggest books of helpful interest on our great vacationland at home. The books on America are plenty and beautiful. I could not begin to name them here. Page has a series, and almost every publisher has several good books on his list that are worthwhile. Railroads and coastwise and

lake steamship lines will be happy to help you with posters and maps to add background to the display. You can continue to use the travel maps and guides that are a part of your regular stock in augmenting this window. I would not overcrowd this window. Give the books and the colorful posters an opportunity to carry their message. Price cards on the books might not be out of place and may help you sell more books. Never forget that to most prospective buyers the uppermost question is "How much?"

The approach to schooldays is to be featured in window A for the closing week of the month. It is well to put in such a window now, rather than wait until early fall when the boys and girls are already in school. Everything that you can sell before school opens, makes it easier to get through the hectic riot of schoolbook sales after the schools are opened, that is if your store is like most that I have been interested in, where school books are sold in addition to the regular line of bookstore merchandise. If you sell school books, put them in the window now and get all the advance business you can. If you sell stationery as well as books make this a combination window, showing books, school supplies such as a desk, blackboard, globe, chalk, drawing instruments, crayons, notebooks, tablets, schoolbags, pencil sets, companion boxes and the hundred and one little things that school children need. If you don't sell stationery get some local dealer to lend you a few props such as a globe and a blackboard for your window background. Group your schoolbooks, according to subjects or according to grades. Keep grade and high school books separate. A sign reading "Buy Your Schoolbooks Now and Avoid the Last Minute Rush," will prove helpful. It may bring the parents and children in ahead of time and that is desirable. If you can get from your

school office printed lists of the books to be used they will prove effective in your display. I recall that when I was in Jacksonville some years ago the newspapers printed a whole page giving the textbooks required in each grade, and all the pupils had to do was to cut out the items for their grade and bring it to the bookstore. This kind of idea is workable most anywhere if you can get the school officers and the newspapers working together.

In window B this week, a display of the newest books, fiction and non-fiction should prove effective. It is a little early for the fall influx of new books but many good books of the summer should still be in demand, and as doubtless many of your best customers have been out of town vacationing, it will be well to show these books, as many of them will have been overlooked by these people who have been away. A well-balanced display for this window is shown on the accompanying sketch. The background and layout of this window was suggested by one arranged by the book department of Carson Pirie Scott & Co., of Chicago, for an Edgar Guest window. The centerpiece is a large panel or curtain. Either will do. This you can easily arrange from materials at hand or easily obtainable. Bookshelves on either side with a simple arrangement of books as shown will prove very effective if the window is adequately lighted. Use publishers' display cards where indicated or have suitable signs made locally. Diversity is the keynote of this window, but with this diversity you have balance, and it should prove an effective window that will advertise your store even if it does not prove a top-producer of sales. After all there are some windows whose effectiveness is not felt immediately. The main thing is always to have something worth showing, and the oftener you can do this the better for your store.

Mr. Knight has written a series of articles on window displays, designed especially to meet the needs of the small bookshop. These will appear at regular intervals in the Publishers' Weekly.

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leypoldt

Published by the R. R. BOWKER Co.
62 West 45th Street, New York City

R. R. BOWKER, President and Treasurer
62 West 45th Street

FREDERIC MELCHER, Vice President
62 West 45th Street

JOHN A. HOLDEN, Secretary
62 West 45th Street

Subscription, United States \$5; Foreign \$6; 15 cents
a copy

August 2, 1930

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Signs of Revival

IT takes many pages of financial news to produce one heading that will bring any cheer to business men. Last Wednesday we thought we had found one in the *New York Times*. A large type heading read: "Signs of Revival in Business Seen," but the second heading had a different tenor: "Irving Trust Company Considers Worst of the Depression May Now Be at Hand." In other words, according to the time-worn quip, business is flat on its back and it has to look up.

There must be few fields of business that have not shown a lower total of sales for the first half of the year than for 1929 (miniature golf courses may be the exception) and these same business organizations are to have a busy August planning to take fullest advantage of the acceleration of trade that will come with the fall.

The book business suffered far less than most for the first four months, though complaining of the lack of outstanding new books to bring casual buyers to the shops, and somewhat depressed by rising totals of new titles, and by the evidence of overproduction that was especially conspicuous in wide display on drug store counters. But in May, June and July, book retailers

joined others in facing the impossible problem of reaching last year's totals while rent and salaries stayed at their established figure. Few bookshops ever come through this three months without depletion of reserves and this year sees that depletion very serious. As August opens they will be glad to believe this heading of the *Times* "Signs of Revival in Business Seen: Worst of the Depression May Now Be at Hand"—a statement which seems to sum up the situation as generally forecast.

With depleted stocks and depleted reserves, the booktrade turns its attention to fall, 1930, and the first Christmas season of a new decade, remembering that the last decade began under similar clouds, and yet turned out to be a banner period of expansion.

Window Displays for Small Bookstores

ALFRED E. KNIGHT, a bookseller of long experience, has written for the *Publishers' Weekly* a series of articles on how to trim the bookstore window. In the letter which accompanied the articles he wrote: "It may seem as if we have had in the past few years almost too many articles on window display, but very few of them have been written for the bookseller in particular, and window decoration for the bookseller is a highly specialized business. Furthermore, most articles on window display for the bookstore have been written for the large city bookseller, but the large city bookseller has a large and various stock and has skilled assistants to carry out all his plans. He has, moreover, a large number of copies with which to arrange effective displays."

The articles Mr. Knight has in mind he says frankly will probably be of little use to the bookseller in New York, Cleveland, Pittsburgh or Chicago. He has written rather with Bangor, Peoria, Evansville, Waukegan and Fresno in mind. "I have trimmed windows in large cities and small," writes Mr. Knight. "My first window back in 1907 I well remember was in Carson, Pirie, Scott's Wabash Avenue bookstore. At that time there was a small center window at the store entrance, now replaced by newer and better windows. This window was given over to a display

of Max Muller's 'Thoughts on Life and Religion.' The book cover was a bright red and the jacket a light shade of grey. I arranged the books in rather straight lines, alternating books with and without jackets. Thanks to the color the display was a success but I have no doubt it bore many earmarks of the amateur. Since that time I have trimmed windows in Market Street, Galveston; Miami Ave., Miami; Vermont Street, Springfield, Mass.; Main St., Evansville; and Bay St., Jacksonville. Each community has offered new and diverse problems, but there are certain important things that apply universally, and these I shall try to discuss as the series progresses."

The average dealer in a small community does not have a large stock, if he has any stock at all, of sets of books, rare editions or fine bindings, nor can he carry any large quantities of any one title in new fiction or non-fiction. The windows here discussed must, therefore, be for displays that can be made from a stock that would provide 25 Temple Bailey, 10 to 25 Zane Grey, Kathleen Norris or Margaret Pedlar, 10 or fewer copies of Hergesheimer, Walpole, or Bacheller, 5 copies of the "Tragic Era" or Maurois' "Byron" or "The Human Mind," and popular copyrights or dollar books to the extent of 250 or possibly 500 copies. Of course, as someone has recently pointed out in these columns, publishers will gladly furnish extra jackets, but even so it is not much of an inducement for the publisher to furnish extra jackets to a dealer who, at best, could only use 5 or 10 copies of a book. It's desirable, of course, to use all the aids a publisher can furnish, and some publishers are especially generous in this respect. Then a dealer has to ask himself this question, even though he can give a whole window to one display: "Will a window given to just one title pay?" On his tables inside his store he probably has a 100 or more new books that are clambering for his attention and display. They, too, must be sold. So for many small dealers, the one book idea for window display has been found, for the most part, unprofitable. In view of these facts the bookseller who is forced by the limitations of space and stock to put some stationery and playing cards with his books is not committing an unpardonable merchandising sin.

The dealer in a small town must also face the problem of having only a limited audience for certain books. The large bookstore can give a whole window to a book of old New England sailing ships or one on old sporting prints or Chinese art or Scandinavian folk-lore, but can you imagine a windowful on Hennepin Avenue, Minneapolis or Genesee Street, Auburn being profitable? There are possibilities that are not even probabilities in a small town. It is doubtful whether there can be found six people in the entire city of Evansville who would be interested in any one of these books and even if there were six people interested, concludes Mr. Knight, it would be bad showmanship to display a windowful in the hope that all six interested people would walk down Main Street that week. For such items a personal letter or 'phone call is the best means the small town bookseller can employ to make his sale.

Bookselling in the Old Days

IN "Books and Business" just published in a limited edition, A. Edward Newton tells a good anecdote about Mr. Campion, the famous Philadelphia bookseller. One day a stout lady came in to buy a novel and fell into the clutches of Ned Campion "at that time a dapper young man, full of wit and impudence." Had she read "Ben Hur" at that time, the book of the year? The lady did not care for the title. Mr. Campion: "It's an excellent book, madam, I assure you, perfectly proper. One dollar and ten cents." The regular price at the time was one dollar and a half and it cost the bookseller in large lots ninety cents. So there was twenty cents profit. "Have I a rubbed copy? No, madam, but I will be glad to rub this one for you. Yes, madam, one dollar ten is the lowest price. Another color binding? No, madam, they are all bound in the same color. That is the latest shade, Elephant's breath. Do we deliver? Certainly. No, madam, not today, early tomorrow. You see, it would cost ten cents carfare and take a boy over an hour to go and come from West Philadelphia. Friend in a hospital. Doubtless will remain there until tomorrow. I'm sorry we can't deliver it before tomorrow. Charge it? Certainly, what name?" And all this to make twenty cents!

Small Bookshop Management

Franklin M. Watts

CHAPTER VIII

Shop Finance—Financial Policy

THE total of the amounts under the capital requirements will give the amount of capital necessary. This will run about one-half the amount of the total annual sales. If a business of \$20,000 a year is expected then \$8,000 is a nearly correct estimate. A capital of \$4,000 then is adequate for a business of \$10,000 a year. A shop doing less than \$10,000 cannot support one person. To do a business sufficiently large to have a manager and an assistant the volume should be \$20,000 or more. A business of \$50,000 then will call for \$20,000.

To the beginner this amount looks high. To the person who has been in the retail book business for some time this estimate looks reasonable. It is neither high nor low. Some few managers can get by with a little less, many will desire more funds. Under no circumstances is the opening of a retail bookshop advised if the owner has less than a \$5,000 cash capital. Sometimes a good business can be purchased for less. This is the only hope of starting for less. Even under this circumstance it is not possible to expand unless fresh capital is introduced, as the salary of the partner will prevent any addition to surplus.

A rental library can be started for less than this. However, the purpose of this series is to deal with the problems of the bookshop not the rental library exclusively.

Credit Is Not Capital

Borrowed money is no substitute for capital. The burden of interest on a small shop will often break it. Also if during the first few years of development it is necessary to drain the business of its capital to provide for the payment of interest and principal of borrowed money there is little likelihood of the advancement of the business. In addition there is bound to be an unrest on the part of the owner that will affect his work.

One stunt that is sometimes practiced is just as bad as borrowing money directly and that is to have someone endorse a note with you for the money to finance the business. Commercial banks have learned through bitter experience that it never pays to supply funds for capital purposes. With the long term credit available in the book business during the holiday season there is no excuse for a bookshop having to borrow any money at the bank at any time. Banks will not continue to renew notes indefinitely.

Merchandise Credit No Substitute For Capital

The continual large amount of credit from publishers that is never completely cleared is bad business. It is bad business from the publisher's point of view. It is bad business from the shop owner's point of view. A shop owner cannot best promote his own business if he has to spend a lot of his time writing to publishers explaining why such and such a bill is not paid.

Raising Money

Sound business practice then provides for the complete raising of capital funds before starting business. Let us suppose that a person wanting to start a shop has a couple of thousand dollars. In addition he has had considerable book experience and can undoubtedly prove a success. The size shop indicates that he will want about \$5,000 more. What can he do? The first thing that comes to mind is to have a partner who has less experience and more money. It is agreed that a certain division of profits shall be made.

Incorporating

For small businesses incorporating is expensive and often unwise. For a business with capital funds in excess of \$10,000, incorporation offers a method of raising capital that will not be ruinous to the

success of the shop. In financing by the use of a corporation it is very unwise to issue any preferred stock. All the stock should receive income on the basis of earnings. Under no circumstances should dividends be paid except as earned.

If there is a corporation, the stock holders should agree to give the manager authority to carry out the policies of the business. A manager of a corporation should have a contract, unless he is the controlling stockholder, with the stock holders to last a term of two or more years. More than one good store has been ruined because of petty interference by stock holders.

Limited Partners

If the shop manager desires he can have a limited partner. Thus money will be furnished by the partner but he will not assume liability of the debts of the firm. In any limited partnership agreement the partner should share in the profits.

Relation With Banks

The bank is in business to earn money for the stockholders. It loans money because it can secure satisfactory returns from its investment. A banker is a good friend to have. While his knowledge of business is limited largely to the financial aspects, his counsel on problems of business is usually wise. He can point out some of the pitfalls of business. There comes a time in the life of most businesses when money can be advantageously borrowed. (This time is not at the start.) If a shop has kept a good sized balance it will be of help. Banks are interested in their good customers. They aren't especially interested in the customers who have kept small balances and checked frequently.

Safe Deposit Boxes

Every shop should have a safe deposit box in the bank in which it does business. In the safe deposit box should be placed the partnership agreement if any, the lease, any contracts, all insurance policies, a record of the capital expenditures kept up to date (this is to prove losses in case of fire) a file of the statements of money owed, also a file of the amount of money due from each customer. All of this will not take much bulk and a box sufficiently large can be had for under \$10 a year in most cities.

Pirated Edition of "Ideal Marriage"

A PIRATED edition of Dr. Van de Velde's book, "Ideal Marriage," which bears the forged imprint of Heinemann Ltd., is being sold to the trade according to information sent to the *Publishers' Weekly* by Covici, Friede, Inc., who warn booksellers against re-selling this edition, as the American copyright is owned by the Covici, Friede firm, and Dr. Van de Velde's attorney is bringing suit for royalties against booksellers selling this pirated edition.

A circular which was sent out by the Nandor-Wilson Company of Philadelphia, offered what purported to be an edition of "Ideal Marriage" published by Heinemann of London, at ten dollars the copy. As Covici, Friede own all American rights in this book they communicated with Heinemann and were informed by cable that no copies had been sold to this company and that the right to print the book had been given to no one but Covici, Friede. Dr. Van de Velde's agent then authorized an attorney to bring suit against the Nandor-Wilson Company for royalties.

Sumner Censorship

A NECDOTES current at the Burgundian Court of Charles the Bold, 700 years ago were sternly censored the other day by John S. Sumner. Collected as "One Hundred Merrie and Delightful Stories" and published by Alfred C. Risdon, president of the American Anthropological Society, Inc., 45 West 45th Street, New York City, it was evidently handed over for distribution to Dingwall Rock, Ltd., book publishers at the same address. Upon complaint from a man who had surprised his daughter in the act of reading a circular from Dingwall Rock, advertising the work, John S. Sumner visited the book publisher's office and came out with Sidney J. Abelson, sales manager, and Adam Dingwall, president, in arrest. Mr. Risdon was also taken in hand. The method of arrest was the usual one of entrapment. Mr. Sumner announced to West Side Court Magistrate Burke that "95 per cent of the stores were off-color." Magistrate Burke held the three men in \$500 bail.

A Year's Best Sellers

FOR the first time, the *Publishers' Weekly* presents a Best Seller List covering the last six months of the previous year and the first six months of the current year. The annual Best Seller List, which always appears toward the end of January will continue to be a permanent feature, but, since that list covers a fixed period not determined by publishing seasons, it necessarily gives a handicap to the spring books. They are given the whole year in which to run their selling course, whereas fall books are at a disadvantage, as many of them continue to have good sales after December 31st.

This new list covering the period from July 1st, 1929, through June 30th, 1930, is compiled according to the reports of best sellers in the bookstores, sent monthly to *Books of the Month*, in order to cover the full publishing season of last fall's books. While the two lists supplement each other they are not comparable on equal terms, since they cover different periods of time.

"All Quiet on the Western Front" leads the latest fiction list, as it did the 1929 list. There are six books on the new list, which did not appear on the other, the leader of them, "Cimarron," in second place. "A Farewell to Arms," published last October, which was only thirteenth on the 1929 list, is now third. "Roper's Row" by Warwick Deeping, occupies the same place, four, on both lists. "A Woman of Andros," fifth, is followed by Warwick Deeping's 1930 novel, "Exile." "Whiteoaks of Jalna," published last September, which was twelfth on the 1929 list, reached seventh place. "The Galaxy" was eighth on both lists. "They Stooped to Folly" gained two places. The last four books on the new list are all books of the new year. The nine books on the 1929 list, which do not appear on the 1929-30 list are all novels of 1928 or the spring 1929 publishing season.

Non-fiction, too, has the same outstanding title for both periods of time, "The Art of Thinking." "The Specialist" is second, now preceding "Henry the Eighth," whereas it was fifth for the whole previous year. "The Tragic Era" went from ninth

to fourth place. "Byron" is a 1930 addition. "A Preface to Morals" is sixth on both lists. "Lincoln" is new, while "The Mansions of Philosophy" gained two places. "Contract Bridge for All," published in 1929, gained enough sales during 1930 to make the annual list. "The Strange Death of President Harding," published March, 1930, is tenth, and "The Outline of History" which appeared in the \$1 edition last November, is eleventh.

FICTION

- "All Quiet on the Western Front." By Erich Maria Remarque. (June, '29). *Little, Brown.*
- "Cimarron." By Edna Ferber. (Mar.). *Doubleday, Doran.*
- "A Farewell to Arms." By Ernest Hemingway. (Oct., '29). *Scribner.*
- "Roper's Row." By Warwick Deeping. (Aug., '29). *Knopf.*
- "A Woman of Andros." By Thornton Wilder. (Feb.). *Boni.*
- "Whiteoaks of Jalna." By Mazo De La Roche. (Sept., '29). *Little, Brown.*
- "The Galaxy." By Susan Ertz. (Aug. 29.) *Appleton.*
- "They Stooped to Folly." By Ellen Glasgow. (Aug. 29.). *Doubleday, Doran.*
- "The Door." By Mary Roberts Rinehart. (Mar.) *Farrar & Rinehart.*
- "Young Man of Manhattan." By Katharine Brush. (Jan.) *Farrar & Rinehart.*
- "Coronet." By Manuel Komroff. (Jan.) *Coward-McCann.*
- "Rogue Herries." By Hugh Walpole. (Apr.). *Doubleday, Doran.*

NON-FICTION

- "The Art of Thinking." By Ernest Dimnet. (Nov. '28.) *Simon & Schuster.*
- "The Specialist." By Chic Sale. (Apr. '29.) *Specialist Pub. Co.*
- "Henry the Eighth." By Francis Hackett. (Apr. '29) *Liveright.*
- "The Tragic Era." By Claude G. Bowers. (Sept. '29). *Houghton Mifflin.*

"Byron." By André Maurois. (Mar.)
Appleton.
 "A Preface to Morals." By Walter Lipp-
 mann. (May '29.) *Macmillan.*
 "Lincoln." By Emil Ludwig. (Feb.)
Little, Brown.
 "The Mansions of Philosophy." By Will
 Durant. (June '29.) *Simon & Schuster.*

"Contract Bridge for All." By Milton C.
 Work. (June '29.) *Winston.*
 "The Strange Death of President Hard-
 ing." By Gaston B. Means and May
 Thacker. (Mar.) *Guild Pub. Corp.*
 "The Outline of History." By H. G.
 Wells. (Nov. '29). *Garden City Pub.*
Co.

English Booktrade News

From Our London Correspondent

TRADER is slack. That is natural; for these are the dog-days of book-selling. At least, so far as new books are concerned. Although, taking a broad and general view, business is, by no means, as small as one might expect at this time of the year. Quite a number of new books are appearing, and not a few are important. Naturally, there is a good business being done in cheap reprints, the number of which seems greater this year than ever before. Every holiday maker may be seen with a popular edition of some novel by a famous author, which is all to the good, because many a regular book-buyer has come by way of the reading of a cheap edition. Among the best sellers at the moment are: "Water Gipsies" by A. P. Herbert; Dornford Yakes' "Fire Below" and "Robert Peckham" by Maurice Baring. These are fiction, and McHerbert's book is doing extraordinarily well. In the general list are: Norman Douglas' new book "How About Europe," Ethel Mannin's amazing book of reminiscences "Confessions and Impressions," and "Journal 1929" by Arnold Bennett, which ran as a serial in the *Daily Mail*.

The House of Pitman

Pitman, the famous publishing concern, has recently issued a booklet giving the history of the firm, which tells the story of its 85 years of progress. The house was founded by Sir Isaac Pitman, of shorthand fame. The present Governing Director is Alfred Pitman. Pitman's is now a very modern publishing house, and its publications cover a wide field, including commercial, educational, technical, scientific, and art books, besides works

of a definite literary character. Naturally Pitman's still publishes a very great many works on shorthand. In 1937 will be commemorated the centenary of the invention of Pitman's phonography.

New Publishers

A new firm is about to make a start. The partners are Horace Wright and Harold Brown, until lately associated with Messrs. Hutchinson & Co. The name of the company will be Messrs. Wright & Brown.

Both Mr. Wright and Mr. Brown had been connected with Hutchinson for a great number of years.

A French Book Week

News reaches us that there is a desire on the part of those that are interested, for a French Book Week. As the correspondent says:

We have in Paris a "Ham and Iron" fair, in which the sausage makers display their wares, and second-hand dealers make quite good bargains over goods which range from kitchen utensils to supposed "old masters." We have a Gingerbread Fair, a Toy Fair, a Domestic Utensils Fair, but we have no Book Fair. Not only that; we have just had a "Fish Week," and not long ago a "Fruit Week." Maurice Dekobra asks when we are to have a "Book Week." He is convinced that, since books here are so cheap, better use should be made of them.

Bookbinding

Messrs. Bumpus have been holding an exhibition of rare examples of bookbinding, including some of the books produced at the High House Press, founded by

James F. Masters, at Shaftesbury in 1924. It is a notable fact, that all the work done at this press, at least up to three years ago, was carried out by Mr. Masters himself. Mrs. Masters has helped since then. The entire work of the High House Press—typesetting, press-work, editing and publishing—was done by Mr. Masters alone until 1927. Since then his wife has helped with the typesetting and the press is run by them without any assistance.

The Novel's New Price

The report that the American novel is to be reduced from \$2.00 to \$1.00 has been going around here. English publishers have been interviewed, and say that there is no likelihood of such a reduction taking place in London. One well-known journalist says:

"In America people buy books. In England most people borrow them—from the circulating libraries. This sort of organization hardly exists in the United States. Consequently, a trade slump hits the book-trade much harder there than it is likely to do here.

"In England people would have to be feeling the pinch of bad times very harshly, before they cut off an inexpensive library subscription. Even today, one would find

a few people who would rather go without cigarettes than good reading.

"It is probable then, that our own system will act as a permanent obstacle to the cheapening of new books. The bookseller naturally detests the libraries. When a new novel is booming, for every customer who walks into a shop and pays 7/6, a hundred, or a thousand are asking for it at the library counters."

The N. B. C. New Plan

The Committee of the National Book Council report a new scheme. They are appointing an outside representative to act as liaison officer between members and headquarters, to extend the Council's membership, and to promote, in various ways not practicable at headquarters, the objects for which the N. B. C. exists. The arrangement is in the nature of an experiment—an experiment which the committee feels is amply justified by the rapid expansion of the Council's work, and makes it increasingly important, yet increasingly difficult, for the secretary to visit country members. This is good enterprise, and the N. B. C. executive is to be congratulated upon its energy in its effort to increase the public interest in books and reading.

In the Bookmarket

THE omnibus volume has already proved popular in England. Not so long ago such an edition of the works of Ethel M. Dell was issued there with success. The idea seems to be catching on here. The *Book-of-the-Month-Club* selection for September is an omnibus edition of A. Conan Doyle, "The Complete Sherlock Holmes," memorial edition, published by *Doubleday, Doran*. Also, the *Viking Press* offers in October an omnibus volume (five books in one) of Saki (H. H. Munro). ❀ ❀ ❀

Sir Walter Scott died one hundred years ago, the 21st of September, 1830. Said he to his son-in-law, John Gibson Lockhart, "My dear, be a good man, be virtuous—be a good man. Nothing else will give you any comfort when you come to lie here." "The Life of Sir Walter Scott"

by Stephen Gwynn was published by *Little, Brown* on July 11th. ❀ ❀ ❀

The Mayor of Lynn, Mass., questioned the propriety of bare-legged Lynn high-school girls a short time ago. The Mayor of Lynn, Mass., has received a letter from California which says that "All Quiet on the Western Front" as a movie is unfit to show. The Mayor has neither read the book nor seen the picture. The Mayor has banned the picture from Lynn theaters on the grounds that it is anti-war and communistic in its teaching." ❀ ❀ ❀ A novel of the German War fleet will be published next year in this country by *Knopf*. Written by one Theodore Plivier, it appeared in Germany under the title "Des Kaisers Kulis" and will be dramatized in Berlin this fall by Piscator, the producer. ❀ ❀ ❀

Joseph Hergesheimer's "The Three Black Pennys" will be translated into German, to be published by *Ernst Rowholt*. ❀ ❀ ❀

Feodor Chaliapin, noted Russian basso, out for a stroll in Paris, saw displayed in a bookstall a volume entitled "Chaliapin Memoire." Shocked and considerably startled, for he had not authorized such a publication, Chaliapin made investigations. Discovery revealed the culprit in the form of the Russian Soviet Government, which had taken a manuscript from a safe belonging to a friend of the singer's in Russia, had it printed there and then sold translation rights to a French firm. In the suit which followed, enacted in a French court, diplomatic immunity played a large part in the defense. A Soviet lawyer declared that the Moscow officials who caused the publication of the book enjoyed the above mentioned immunity because the memoirs were edited by the Soviet as a state and that therefore, the French Court was incompetent to entertain the suit. France, on her dignity, refused to accept this argument. The case is to be dealt with definitely next October. ❀ ❀ ❀

A publisher with a lone book is Mrs. Thomas J. Dehey of Cleveland, Ohio. On July 31st, Mrs. Dehey issued a revised edition of "Religious Orders of Women in the United States," written by herself, with an introduction by the Rt. Rev. Joseph Schrembs, Catholic Bishop of Cleveland. The book contains descriptions of the many unique religious garbs, with details as to their color and symbolism. ❀ ❀ ❀

\$3,000 for "A Half-Dollar Story" was awarded Richard Connell by *Life* whose short-story contest ended with the award. This story of Connell's will be included in his latest collection of stories to be issued on August 22nd, under the title "Ironies." *Minton, Balch* is the publisher. "A Half-Dollar Story" is the key tale, stating the prevailing mood of the others. ❀ ❀ ❀

Those of us who have seen the play "The Nutcracker Suite" by Eliot Crawshaw-Williams will welcome this author's first novel, "The Booby Trap," to be published in the fall by *Hale, Cushman & Flint*. ❀ ❀ ❀

DuBose Heyward, author in collaboration or the memorable "Porgy," has written another play, the first written alone, "Brass Ankles," to be produced in New York in the autumn. *Farrar & Rinehart* will publish the play on September 5. ❀ ❀ ❀

The present situation in America, which seems to change daily, is the theme of Ernest Sutherland Bates' "This Land of Liberty" to be published by *Harper* on August 14. Mr. Bates has crossed the continent twenty-seven times, has been in every state in the Union, except two, has crossed the Atlantic sixteen times. A liberal (at Oberlin College, as an instructor in English, he refused to report male and female students out walking together with the result that his street became a kind of De Russey's lane) his book is for liberal minded people who agree on the fact that there is something wrong with "the present situation." ❀ ❀ ❀

Coward-McCann announce a new dollar library. It is to be called "National Editions" and will be composed of books which have proved their worth as sellers at original prices ranging from \$2.50 to \$5.00. Twelve titles inaugurate the series. Among them are "The Fourth Musketeer: A Life of Alexander Dumas," Dubreton; "Goethe," Carré; "Uncle Tom's Cabin," illustrated by James Daugherty and "Shifting Scenes in the Modern American Theater" by Flanagan. ❀ ❀ ❀

G. K. Chesterton plans a forthcoming lecture tour in America. He will talk on such topics as "The New Enslavement of Women," "The Inhumanity of Humanism," "The Age of Unreason" and "Culture and the Coming Peril." Thornton Wilder will also lecture. As would be expected his lecture subjects are of a literary, aesthetic nature. Two of the most popular ought to be "The Relation Between Literature and Life" and "The Future of American Literature." These two writers are under the management of *Lee Keedick*, 475 Fifth Avenue, New York City. Other Keedick lecturers for the 1930-31 season are Everett Dean Martin, Padraic Colum, Hamlin Garland, Edwin Markham and Mrs. Blair Niles. ❀ ❀ ❀

Anita Brenner, author of "Idols Behind Altars," *Brewer and Warren*, last

month married Dr. David Glusker and sailed for Europe, to study in preparation for a book on early American art, with emphasis on the Aztec. Miss Brenner received one of the Guggenheim Fellowships for 1930-1931. She will spend six months in Europe and six in Mexico. ❀ ❀ ❀

"Raffles," Ronald Colman's current starring vehicle which has just opened in New York, is being complemented by a new movie edition of this old book by E. W. Hornung, from *Grosset & Dunlap*. ❀ ❀ ❀

"Generals Die in Bed" a war novel by Charles Yale Harrison, is to be serialized in the New York *American*, starting August 3. An extensive advertising campaign is planned, along the lines of that which did so much to put "All Quiet on

the Western Front" on the front literary pages. *Morrow* is the publisher. ❀ ❀ ❀

The second printing of "My Thirty Years' War," Margaret Anderson's much discussed autobiography, will be ready in less than two weeks, *Covici, Friede* announce. The first edition is practically exhausted. Alfred A. Knopf Ltd., of London have purchased the English rights to the book and will bring out an edition shortly. ❀ ❀ ❀ Rockwell Kent, the artist, came down from his farm at Ausable Forks in upper New York State to autograph the 999 copies of "The Canterbury Tales of Chaucer," which he illustrated and which *Covici, Friede* are publishing in two volumes in September. This edition has been in preparation for more than two years. ❀ ❀ ❀

In and Out of the Corner Office

THAYER HOBSON of William Morrow and Company, married Mrs. Laura Mount on July 23. The couple sailed for Europe on the *Lafayette*, to be back the first of October. ❀ ❀ ❀

W. J. Magenis who is known to many readers of the *Publishers' Weekly* as the recent secretary of the Associated Booksellers of Great Britain and Ireland is to become associated with the great wholesale house, Simpkin Marshall & Co. ❀ ❀ ❀

The Walden Book Shops have a little summer book shop in the Grand Hotel at Mackinac Island. ❀ ❀ ❀

Wm. F. Cody, who covered the middle west and southern territory for Bobbs-Merrill Company for six years, has been employed by E. P. Dutton & Co., to cover the middle west, southwest and southern territory. Mr. Cody takes the place of Percy Beach, who died recently. Also Carleton E. McMackin has been employed by the same firm to cover the New England, New York State, Pennsylvania and middle western territory. Mr. McMackin takes the place of Earl Pettys, who died recently. ❀ ❀ ❀

Sometime ago The Harbor Press sent

Robert Frost a small check covering his royalties on the sale of some of the "Way Out" books and in return he penned the following letter in rhyme.

I have to acknowledge your check
I'm turning it back not because it's suspect,
But simply because it is what is called velvet
That I have a good mind to spend for the
Hell of it
In buying some more of my beautiful books,
I refer less to beauty of content than looks.
And don't think I flatter—this isn't soft
sawder
It's business, my practical friend, it's an
order.
Please send all my thirty-five dollars will
buy,
And never mind if it exhausts your supply,
(If it does and some over I guess you won't
cry.)
Many thanks for so gracefully coming
across.
I am yours the more faithfully

ROBERT LEE FROST.

Roland Swain, formerly of Roland Swain and Son, wholesale booksellers, has accepted the position of director, library sales for Pomeroy's Inc., with headquarters at Harrisburg.

Doran Joins Hearst Organization

George H. Doran Brings to His New Connection Over Forty Years' Experience in the Publishing Business

ON August 1st George H. Doran resigned as vice-president of Doubleday, Doran and Company to assume new executive responsibility in the William Randolph Hearst organization. Interviewed by the *Publishers' Weekly* Mr. Doran said that his new relationship grew out of a life-long friendship with Ray Long, president of the International Magazine Company. Mr. Doran stated that he is leaving the Doubleday, Doran firm with friendly feeling on both sides. Ray Long is in California and will not be in New York for another week, but Thomas J. White, executive vice-president of the Hearst publications, released to the *Publishers' Weekly* a statement by Mr. Long that Mr. Doran will devote much of his time to the Hearst book publishing interests, but he will also be affiliated with the Hearst newspapers and magazines both in the United States and England. He will give special attention to contacts with foreign writers. Nelson Doubleday, president of the Doubleday, Doran firm, in a statement to the press, says that Russell Doubleday, long secretary and director of of the firm, will succeed Mr. Doran as vice-president of Doubleday, Doran and Company. "Resignation of Mr. Doran means absolutely no change of policy in the firm. The name of the concern will remain unchanged and Mr. Doran has not given up his stock in the publishing house."

George H. Doran was born in Toronto and started publishing there in 1884. In 1891 he joined the firm of Fleming H. Revell in Chicago. He was naturalized and voted for McKinley in 1896. He retired from the office of vice-president of the Revell firm in 1906 and organized the George H. Doran Company in 1907. The first important novel from the new firm was Arnold Bennett's "The Old Wives Tale." The list of distinguished authors published by Mr. Doran is too long to be included here, but Maugham's "Of Human Bondage," the work of Conan Doyle, Joseph Conrad, Arnold Bennett,



George H. Doran

Rudyard Kipling, Hugh Walpole, Oliver Onions, Frank Swinnerton, Rebecca West, Aldous Huxley, Mary Roberts Rinehart, will be at once recalled as high spots of several publishing seasons.

Mr. Doran said that the ramifications of newspapers, magazines and books controlled by Mr. Hearst offered a wide field that was thrilling to the publisher. The Hearst organization, he said, is a modern publisher commanding a wide audience and using the most highly developed publicity methods at present in operation. "Like all other relations to life," wrote Mr. Doran in the *Bookman*, 1924, "there can be, and doubtless are, points and periods of compensating depression. I have never found them, and my experience is that where anyone has found routine and monotony in publishing that person is not instinctively a publisher and should quickly take to some more evenly moving pursuit. He has no romance in his soul."

The Weekly Record

Describes and Indexes the New Books of All Publishers in a Convenient Reference and Buying List for Bookstores and Libraries

THE first week in August finds several books of the non-fiction adventure type ready for booksellers. These include historical adventure, modern tales of adventurers and outdoor wanderings of the kind that have become so popular lately. The selections of two book clubs for August belong to this group, Will James' autobiography of the "lone cowboy's" adventurous life in the West from his very early years, and the entertaining history of the land pirates of the Natchez Trace in the early 1800's, by Coates. Other volumes appealing to similar interest, to be displayed or suggested along with these are "Water and Gold," the personal saga of a Swedish-American, who began life as a chimney-sweep, became a deep-sea sailor, then a gold-hunter in Africa, as told to Lewis S. Palen; another true tale of sea adventure, the romantic roving life of a tramp steamer's crew, at sea and in the ports of the world, by Lanham; and a record of the strange beasts and lost cities John Still found in the jungles of Ceylon.

The third book-club selection to appear in the same week is a novel about an American girl champion tennis player by Tunis. Other prominent novels of the week are by Harold Bell Wright, Phyllis Bottome, Carmen Dee Barnes, author of "School-girl," Ursula Parrott, author of "Ex-Wife," Norma Patterson, author of "Jenny," and J. P. McEvoy.

Fourteen new volumes have just appeared in the Everyman's Library edition,

in their new jackets. See Cournos, Defoe, Mickiewicz, Rabelais, and others.

Attractive new juveniles come from Harper and Dutton. "Bird in the Bush" by Hallock contains nature verses and picture maps for young readers. For children of about the same age is a story of "animals, princes and magic" by Bullard. So is "Tomorrow's House," a story of fantasy by O'Neil, illustrated by the well-loved drawings of Rose O'Neill. For somewhat older children is the unusual diary of a chimpanzee, in the jungle and in a circus, after she has been captured, written by Ferdinand Ossendowski. "Stephen the Valiant" by Daru and Lederer is a modern tale of the boy-king of a European country. In the Round Table Series is the adventurous story of a great Nevada mustang by Steele. A story for girls from 12 to 16 with scenes in the California outdoors, and in a San Francisco boarding school, is written by Lull.

Other volumes, which the alert bookseller will not miss are "The New Backgammon," explanation of a game which is becoming extremely popular in this country, by Boyden; "The Art of Drinking" by Mason; "The Archer's Chronicle" by Hare, in very good-looking format; "The Religion of John Burroughs" by Osborne; "Everyman's Story of the New Testament" by Nairne; "Modern Architectural Sculpture" by Aumonier; and travel books by Counts, Baedeker, Holland, Chancellor, Jais, Shore, and Ditchfield.

THIS list aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from the title-page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case the word "apply" is used. When not specified the binding is "cloth."

Imprint date or copyright date is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.]

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 obl., nar., designate square, oblong, narrow.

The Weekly Record of August 2nd, 1930

Aiken, Janet Rankin

English, present and past. 299p. D '30
N. Y., Ronald Press \$3

Aldrich, Mrs. Bess Streeter

Mother Mason. 268p. D (Copyright fiction)
[c.'16-'24] N. Y., Burt 75 c.

Angas, L. L. B.

Investment. 196p. O '30 N. Y., Macmillan
\$8

Applin, Arthur [Julian Swift, pseud.]

The actress. 283p. D c. N. Y., Duffield \$2
A love story and a murder mystery connected
with London stage folk.

Aumonier, W., ed.

Modern architectural sculpture. 176p. il. F
['30] N. Y., Scribner \$20

A book of photographic illustrations showing the
tendencies and developments of the various countries
in modernistic architectural sculpture.

Baedeker, Karl, firm, publishers, Leipzig

Southern Italy and Sicily, with excursions
to Sardinia, Malta, Tripoli, and Corfu; 17th
rev. ed. 632p. maps (pt. col.), diagrs. S '30
N. Y., Scribner flex. fab. \$6

Baker, Donald M., and Conkling, Harold

Water supply and civilization. 485p. O '30
N. Y., Wiley \$6

Barnes, Carman Dee

Beau lover. 258p. D [c.'30] N. Y., Live-
right \$2

The story of two sisters, of Flora whose life was
a series of beau lovers and of Gloria who waited for
the right one.

Baron, Peter

The opium murders. 305p. D ['30] N. Y.,
Macaulay \$2

Scotland Yard tries to put a stop to the murders
which are striking down the members of a dope ring.

**Bartley, Nalbro Isadorah [Mrs. Horace
Lerch]**

Queen Dick. 317p. D (Copyright fiction)
[c.'29] N. Y., Burt 75 c.

Beck, James M.

May it please the court; ed. by O. R. Mc-
Guire. 526p. il. O '30 Atlanta, Ga., Harrison
Co. \$5

Belasco, David

The girl of the golden west; novelized from
the play [il. with scenes from the photoplay].
346p. D (Copyright fiction) [c.'15] N. Y.,
Burt 75 c.

Bertram, Anton

The colonial service. 303p. D '30 N. Y.,
Macmillan \$4.25

Blavatsky, Helene Petrovna [Hahn-Hahn]

The people of the Blue Mountains. 227p.
S [c.'30] Wheaton, Ill., Theosophical Press
\$2

An account of the tribes of the Blue Mountains in
Madras, India, and their sorcery.

Blegen, Carl William, and others

Corinth; v. 3 pt. 1, Acrocorinth; excavations
in 1926. 97p. il. F '30 Cambridge, Mass.,
Harvard \$5

Boden, J. Worsley

Can these bones live? modern Christianity,
social life and the English church; preface
by G. A. Studdert Kennedy. 190p. nar. D ['30]
N. Y., Richard R. Smith \$1.50
A discussion of some religious problems of every-
day life.

Bottom, Phyllis [Mrs. Ernan Forbes-Dennis]

Tatter'd loving. 239p. D c. Bost., Hough-
ton \$2

A study of a woman who demanded too much
adoration from those who loved her.

Boyden, Elizabeth Clark

The new Backgammon. 112p. diagrs. D
[c.'30] N. Y., Harcourt \$1.50

The principles, playing strategy and latest develop-
ments of an old game which has recently become
very popular in this country.

Brandon, Winnie

Dixiana [il. with scenes from the photo-
play]. 253p. D (Copyright fiction) [c.'30]
N. Y., Burt 75 c.

Brown, Walter C.

The second guess. 304p. D (Copyright fic-
tion) [c.'29] [N. Y., Burt] 75 c.

Brown, William Garrott

The lower South in American history. 271p.
O '30 N. Y., Peter Smith \$3

Bullard, Mrs. Marion Rorty

The enchanted button [il. by the author].
124p. O [c.'30] N. Y., Dutton \$2

A gay and fantastic story of magic for children
from 5 to 10.

Byers, S. H. M.

In Arcadia [verse]. 250p. O '30 Los An-
geles, Grafton Co. \$2.50

Casey, Robert Joseph

The secret of the bungalow. 304p. D [c.'30]
Ind., Bobbs-Merrill \$2

Jim Sands solves the mystery of the burned bunga-
low and the disappearance of its owner, a Chicago
racketeer.

Chancellor, Edwin Beresford

London's old Latin Quarter; being an ac-
count of Tottenham Court Road and its im-
mediate surroundings. 299p. il. (col. front.)
map O [n. d.] Bost., Houghton \$4.50

A description of the old Tottenham Court Road
neighborhood, with its celebrated judges, musicians,
artists and pugilists of a hundred years ago.

Church, A. Hamilton

Overhead expense. 418p. il. O '30 N. Y.,
McGraw-Hill \$5

**Buck, Helen Elise Vogeler [Mrs. Walter H. Buck],
and others, comps.**

Some gardens and mansions of Maryland. 42p. il.
O [c.'30] [Balt., Barton-Gillet Co.] apply

Bull, W. M.

Jesus and my first communion. 32p. il. (col.) S
[n. d.] [Milwaukee, Morehouse Pub. Co.] pap. 40 c.

Cooley, Thomas McIntyre

Treatise on the law of torts; rev. by A. H. Throck-
morton; students' ed. '30 Chic., Callaghan & Co. \$6

**Davidson, Leybourne Stanley Patrick, M.D., and
Gulland, George Lovell, M.D.**

Pernicious anaemia. 305p. (top. bibl.) il. (pt. col.)
diagrs. O '30 St. Louis, C. V. Mosby \$3.50

Coates, Robert M.

The outlaw years; the history of the land pirates of the Natchez Trace. 307p. (3p. bibl.) il., map O [c.'30] N. Y., Macaulay \$3
An account of life on the western frontier in the early part of the 19th century when outlaws operated up and down the Natchez Trace, just west of the Alleghenies.

Codd, Clara M.

Meditation; its practice and results. 92p. (bibl.) T [c.'30] Wheaton, Ill., Theosophical Press 75 c.

Corner, George Washington, M.D.

Anatomy. 99p. (6p. bibl.) il., diagrs. S (Clio medica) c. N. Y., P. B. Hoeber \$1.50

Counts, George Sylvester

A Ford crosses Soviet Russia. 232p. front. (map) D [c.'30] Bost., Stratford \$2.50

The author's experiences and observations during a motor trip across Soviet Russia, through territory unknown to the tourist.

[Cournos, John, ed.]

American short stories of the nineteenth century. 388p. S (Everyman's lib. no. 840) [c.'30] N. Y., Dutton flex. cl. 90 c.

Crane, Stephen

Maggie, a girl of the streets. 111p. il. O [n. d.] N. Y., Newland Press, 25 W. 45th St. \$2.50

This short novel has been out of print for some time. The illustrations for this edition are specially drawn etchings by Bernard Sanders.

Cutler, B. D., and Stiles, Villa, comps.

Modern British authors; their first editions [lim. ed.]. 182p. (2p. bibl.) O [c.'30] N. Y., Greenberg buck. \$1.00

Checklists of the first editions of modern British authors, which are in demand.

Daru, Juliska, and Lederer, Charlotte

Stephen the valiant; il. by Charlotte Lederer. 264p. il. (col. front.) D [c.'30] N. Y., Dutton \$2.50

The stirring adventures of the boy king of a modern European country. For children from 8 to 14.

Dawson, Warren R.

The beginnings—Egypt and Assyria. 95p. (bibl. note) S (Clio medica) c. N. Y., P. B. Hoeber \$1.50

The first volume in a series of handbooks, each written by an authority in his field, designed to cover the history of medicine. See also *Corner* and *Power*.

Defoe, Daniel

The fortunes and misfortunes of the famous Moll Flanders [introd. by G. A. Aitken]. 312p. (bibl.) S (Everyman's lib., no. 837) [c.'30] N. Y., Dutton flex. cl. 90 c.

Denucé, Jan

Historical sources for the study of Flemish art; 1, Export of works of art in the seventeenth century from Antwerp; the firm Forchoudt; lim. ed. 350p. '30 N. Y., D. Jos. Van Riemsdyck \$6

Ditchfield, Peter Hampson

The cathedrals of Great Britain; their history and architecture; rev. and enl. ed. 525p. il., diagrs. D [c.'30] N. Y., Dutton \$2.50

Duffield, Anne

Miss Mayhew and Ming Yun. 311p. D (Copyright fiction) [c.'28] N. Y., Burt 75 c.

Ellis, Jessie Croft, comp.

Nature index. 319p. (3p. bibl.) O c. Bost., F. W. Faxon \$3

Five thousand selected references to books and magazine articles, which treat of the use of nature forms and illustrations of nature in design, painting and sculpture.

Epstein, M., ed.

The statesman's year book, 1930; statistical and historical annual of the states of the world. 1489p. maps D '30 N. Y., Macmillan \$7.50

Farjeon, Joseph Jefferson

Underground. 313p. D (Copyright fiction) [c.'28] N. Y., Burt 75 c.

Fisher, Herbert Albert Laurens

The Bay Colony; a tercentenary address. 60p. O c. Bost., Houghton \$1.50
Delivered at Boston by the Warden of New College, Oxford, as part of the Bay Colony Tercentenary celebration.

Garrison, G. Richard, and Rustay, George W.

Mexican houses; a book of photographs and measured drawings. 196p. il., diagrs. F '30 N. Y., Architectural Bk. Pub. Co. \$15

Gluck, Sinclair

Shadow in the house. 285p. diagr. D (Copyright fiction) [c.'29] N. Y., Burt 75 c.

Gore, W. Ormsby

Florentine sculptors of the fifteenth century. 161p. il. D '30 N. Y., Macmillan \$3

Goudge, Henry Leighton, D.D.

The church and the Bible. 126p. D (Anglican lib. of faith and thought) '30 N. Y., Longmans \$1.35

An attempt to harmonize the controversial opinions of the fundamentalist and the historical critic in regard to the meaning of the Bible.

Gwynn, Stephen

The life of Sir Walter Scott. 384p. il. O '30 Bost., Little, Brown \$3.50

Davies, Lola S.

Contract bridge. 22p. S '30 [Tulsa, Okla., Chapman Pr. Co.] apply

Dutton, Captain Benjamin

Navigation and nautical astronomy; 3rd ed. 442p. il. (pt. col.) diagrs. Q '30 Annapolis, Md., U. S. Naval Inst. \$4.50

Edwards, George Henry

Your rugs and their proper care. 22p. il. D [c.'30] [Chic., A. D. Weinthrop & Co., 626 S. Clark St.] apply

Egyptian witch fortune teller and dream book; the world famous gypsy dream dictionary. 16p. F '30 Milwaukee, Caspar, Krueger, Dory Co. pap. 25 c.

Field, Oliver P.

Cases on constitutional law. '30 Chic., Callaghan & Co. \$6

Fox, Howard, M.D.

Diseases of the skin in infancy and childhood. 401p. (bibl.) il. O (Clinical pediatrics, v. 16) '30 N. Y., Appleton apply

Gibson, Alexander George, M.D.

The mycoses of the spleen. 181p. (6p. bibl.) il. (pt. col.) O (Anglo-French lib. of medical and biol. sci.) '30 N. Y., Macmillan \$4.50

Griswold, Sarah E.: Torrence, Floro

Manual for Good reading, first year; Manual for Good reading, second year. 291p. diagrs. D [c.'26-'29] N. Y., Scribner pap. 40 c.; 2 vs., 28 c., ea.

Haas, Francis J.

Man and society; an introduction to sociology. 474p. (bibls.) O (Century Catholic college texts) [c.'30] N. Y., Century \$3.50
By a professor of sociology at Marquette University.

Halifax, Charles Lindley Wood, 2nd viscount

The good estate of the Catholic Church. 67p. D '30 N. Y., Longmans 80 c.

A dissertation on historical and modern policies of the Church of England.

Hallock, Grace Taber

Bird in the bush; il. by the author. 47p. obl. S c. N. Y., Dutton \$2.50

A picture book of verses about all the animals, birds and flowers on grandmother's farm. The pictures are in the form of maps, illustrating in detail the nature verses.

Hare, Kenneth [ed.]

The archer's chronicle and greenwood companion. 244p. il. O [c.'30] N. Y., Dutton \$4

An anthology of prose and verse from English literature on the subject of archery. The illustrations are reproduced from old manuscripts and prints in the British Museum.

Hatcher, Orie Latham, ed.

A mountain school; a study made by the Southern Woman's Educational Alliance and Konnarock Training School. 274p. (2p. bibl.) il., maps, diagrs. O [c.'30] Richmond, Va., Garrett & Massie \$2

The story of the lives of some mountain girls and of the educational methods employed in Konnarock, a new mountain school in Virginia.

Rural girls in the city for work. 173p. (bibl.) front., map O [c.'30] Richmond, Va., Garret & Massie \$1.75

This study of the cases of two hundred and fifty-five rural girls working in the city was made for the Southern Woman's Educational Alliance.

Haynes, Fred E.

Criminology. 417p. O (McGraw-Hill pub'ns in sociology) '30 N. Y., McGraw-Hill \$3.50

Henderson, Philip

First poems. 63p. D [c.'30] N. Y., Dutton \$1.50

Poems in the modern spirit by a young Englishman.

Hoffman, William Dawson

Santone; a story of the Texas rangers. 388p. D (Copyright fiction) [c.'29] N. Y., Burt 75 c.

Holland, Clive

Things seen in Belgium. 157p. il., map T (Things seen ser.) [n. d.] N. Y., Dutton \$1.50

An account of the land, its people, historic cities, beautiful medieval buildings, art treasures and the picturesque Ardennes.

Hollis, Christopher

The monstrous regiment. 250p. (bibl., bibl. footnotes) O c. N. Y., Minton, Balch \$2.50

The Reformation in England, under Elizabeth, viewed from the Catholic standpoint.

Jais, Regina

Legendary Germany, Oberammergau and Bayreuth. 218p. il. D c. N. Y., Dial Press \$2.50

Descriptive of the Rhine country, Baden-Baden, the Black Forest, Munich, Oberammergau, Nuremberg, Bayreuth, and other picturesque spots in Germany.

James, Will

Lone cowboy; my life story; il. by the author. 441p. O c. N. Y., Scribner \$2.75

The author of "Smoky," and other books tells the story of his own life, the life of a western cowboy on his own from his early years, and the growth of his ambition to be an artist.

Jefferies, Richard

Bevis, the story of a boy [introd. by Guy Pocock]. 447p. front. (map) S (Everyman's lib. no. 850) [c.'30] N. Y., Dutton flex. cl. 90 c.

Jones, Eugene

Who killed Gregory? 302p. D (Copyright fiction) [c.'28] N. Y., Burt 75 c.

Jordan, Elijah

Theory of legislation; an essay on the dynamics of the public mind. 486p. O c. Ind., Progress Pub. Co., P. O. Box 312 \$3.75

The author is professor of philosophy in Butler University.

Keeler, Harry Stephen

The green jade hand. 335p. D (Dutton clue mystery) [c.'30] N. Y., Dutton \$2

Chicago is the scene of this mystery thriller in which the theft of a priceless old book is linked with the disappearance of a Chinese green jade hand. The Dutton prize clue mystery for August.

Kilpatrick, William Heard

Our educational task, as illustrated in the changing South. 132p. (bibl. footnotes) D (Weil lectures on Amer. citizenship) c. Chapel Hill, N. C., Univ. of N. C. Press \$1.50

Lectures on the objectives of modern education by a professor of education in Teachers College, Columbia University.

Lanham, Edwin M.

Sailors don't care. 313p. O [c.'30] N. Y., Cape & Smith \$2.50

The existence of the crew on a small tramp steamer slowly making her way from port to port in alien parts of the world is told through the young author's actual experience.

Lathrop, Cornelia Penfield, comp.

Black Rock, seaport of old Fairfield, Connecticut, 1644-1870; pages of history; including the journal of William Wheeler. 225p. il., maps O c. New Haven, Conn., Tuttle, Morehouse & Taylor Co., 125 Temple St. \$4

Lessing, Gotthold Ephraim

Laocoön; Nathan the wise, and Minna von Barnheim [tr. by W. A. Steel]. 310p. (bibl.) front. S (Everyman's lib., no. 843) [c.'30] N. Y., Dutton flex. cl. 90 c.

Hendee, Elizabeth Russell

The growth and development of the Young Women's Christian Association; an interpretation. 92p. diagr. D '30 N. Y., Womans Press apply

Hungerford, Edward

The run of the Twentieth Century. 110p. il. maps. diagrs. O c. N. Y., N. Y. Central Lines pap. apply

Jeans, Philip Charles, M.D., and Cooke, Jean V., M.D.

Prepubescent syphilis. 316p. il. diagr. O (Clinical pediatrics, v. 17) '30 N. Y., Appleton apply

Koch, Frederick, and Strobach, Nettina

Plays for schools and little theatres. 88p. O (Extension bull., v. 9, no. 8) [c.'30] Chapel Hill, N. C., Univ. of N. C. Press pap. apply

Lisson, Albert C., and others

Betty and Jack; a primer. 151p. il. (col.) D (Happy childhood readers) [c.'30] Dansville, N. Y., F. A. Owen Pub. Co. 64 c.

Helen and Bob; a first reader. 192p. il. (col.) D (Happy childhood readers) [c.'30] Dansville, N. Y., F. A. Owen Pub. Co. 70 c.

Alice and Billy; a second reader. 272p. il. (col.) D (Happy childhood readers) [c.'30] Dansville, N. Y., F. A. Owen Pub. Co. 74 c.

The happy road, a third reader. 304p. il. (col.) D (Happy childhood readers) [c.'30] Dansville, N. Y., F. A. Owen Pub. Co. 88 c.

Lull, Margaret Young

Golden river. 306p. il. (col. front.) D c. N. Y., Harper \$2

A story of a girl from the delta section of the Sacramento River, at home, and in a smart San Francisco boarding school.

McCutcheon, George Barr

The Merivales. 303p. D (Copyright fiction) [c.'29] N. Y., Burt 75 c.

McDougall, Joseph Easton

If you know what I mean. 91p. D '30, c. '29, '30 N. Y., Dutton \$2

Verse in a light vein by a young Canadian journalist.

McEvoy, Joseph Patrick

Denny and the dumb cluck. 219p. D (Inner Sanctum novels) c. N. Y., Simon & Schuster pap. \$1

The hilarious adventures of Denny Kerrigan, salesman of Heart Throb greeting cards, and his girlfriend wind up in a honeymoon.

MacRae's blue book [national directory of manufacturers]. 2500p. il., map O '30 Chic., MacRae's Blue B'k Co., 18 E. Huron St. \$15

Martin, Dorothy

A first book about Chaucer. 127p. il. D '30 N. Y., Dutton 85 c.

A short study of the life and work of Chaucer and of the period of English history in which he lived, written in a simple style for the young student.

A first book about Shakespeare. 127p. il. D '30 N. Y., Dutton 85 c.

An introduction to the study of Shakespeare for the young student.

Marx, Karl

Capital; a critique of political economy; 2 v.; tr. by Eden and Cedar Paul [introd. by G. D. H. Cole]. 937p. (bibls.) S (Everyman's lib., nos. 848, 849) ['30] N. Y., Dutton flex. cl. 90 c.. ea.

Mason, Dexter, comp.

The art of drinking, or, What to make with what you have; together with divers succulent canapés suitable to each occasion. 96p. S [c.'30] N. Y., Farrar & Rinehart \$1

A book of cocktail recipes, with their accompanying canapés.

Michelson, Truman

Contributions to fox ethnology—II. 190p. (4p. bibl.) il. diagrs. O (Smithsonian Inst., Bur. of Amer. Ethnology, bull. 95) '30 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. 75 c.

Moore, Georgiana T.

White moth [verse]. 48p. D '30 Malden, Mass., Butler Press, 64 Florence St. apply

Massachusetts Historical Society, 1928-29. 453p. il. O (Proceedings; v. 62) '30 Bost., Mass. Historical Soc., 1154 Boylston St. \$3

Maxwell, William Babington

We forget because we must; a story of decades and lustres. 334p. D (Copyright fiction) [c.'28] [N. Y., Burt] 75 c.

Mead, Arthur Raymond

Supervised student-teaching; basic principles illustrated and applied student-teaching activities; and organization and administration. 913p. (bibls.) il., diagrs. O (Johnson's educ. ser.) [c.'30] Richmond, Va., Johnson Pub. Co. \$3

The problems of the laboratory school and of teacher-preparation in the United States. The author is head of the department of education in Ohio Wesleyan University.

Meagher, Maude

White jade. 219p. D '30 Bost., Houghton \$2

A story of Yang Kuei-fei, a beautiful Chinese woman of the T'ang period, whose lover was the emperor and who was condemned by the populace and adored by poets.

Mercator, Gerard

The treatise of Gerard Mercator; facsimile ed. with introd. by Jan Denucé and a note by Stanley Morison; lim. ed. 80p. O '30 N. Y., D. Jos. Van Riemsdyck \$5

Michel, Robert

The Christ of the forest; a romance; tr. by Sybil Campbell Lethbridge. 246p. D [n. d.] N. Y., Dutton \$2.50

A story of a Czecho-Slovakian forest, based upon a mother's delusion that her child is of divine origin.

Mickiewicz, Adam

Pan Tadeusz, or, The last foray in Lithuania; tr. by George Rapall Noyes. 378p. (bibl. footnotes) S (Everyman's lib., no. 842) ['30] N. Y., Dutton flex. cl. 90 c.

Miln, Mrs. Louise Jordan

The flutes of Shanghai. 356p. D (Copyright fiction) [c.'28] N. Y., Burt 75 c.

Minor poets of the eighteenth century; Thomas

Parnell, Matthew Green, John Dyer, William Collins, Anne, Countess of Winchelsea. 416p. S (Everyman's lib., no. 844) ['30] N. Y., Dutton flex. cl. 90 c.

Morris, William

The earthly paradise; a poem; 2 v. (new ed.) 651p.; 901p. front. (por.) D ['30] N. Y., Longmans \$5

Muhler, Hermynia zur

The runaway countess; tr. by Frank Barnes. 276p. D [c.'30] N. Y., Cape & Smith bds. \$2.50

The autobiography of an Austrian noblewoman whose socialistic ideas conflicted with the aristocratic code of her family and of her husband.

Nelson, Mabel B.

A summary of the important events of United States history, including a study of the growth of the United States to world power. 62p. O c. '30 Mason City, Ia., Crescent Pr. Co. apply

Poor, Wharton

Charter parties and ocean bills of lading; 2nd ed., rev. 444p. O '30 Albany, N. Y., M. Bender buck. \$10

Nairne, Alexander, D.D.

Every man's story of the New Testament. 306p. il., maps D '30 N. Y., Macmillan \$1.80
Interpreting the New Testament for its readers.

O'Neil, George

Tomorrow's House, or, The tiny angel; il. by Rose O'Neill. 171p. D c. N. Y., Dutton \$2.50

A tale of fantasy for children from 5 to 10.

Osborne, Clifford Hazeldine

The religion of John Burroughs. 115p. (11p. bibl. notes) D c. Bost., Houghton \$1.25

Although Burroughs was antagonistic to organized Christianity, the author traces the growth of his religious life and beliefs, showing that the great naturalist was really deeply religious to the point of mysticism.

Ossendowski, Ferdinand Antony

The life story of a little monkey; the diary of the chimpanzee Ket; il. by Kurt Wiese; tr. by Francis Bauer Czarnomski. 210p. O [c.'30] [N. Y.] Dutton \$2.50

Chimpanzee Kate tells of her life among the chimpanzee people of the jungle and of her experiences with humans and circus life. For children from 8 to 14.

Palen, Lewis Stanton

Water and gold; as told by Charles G. Hedlund. 282p. O c. N. Y., Dutton \$3

A story of modern adventure—the life of "Charlie" Hedlund, born in Sweden, who became a sailor and then a gold-hunter in Africa until the Boer War, told in the first person.

Parrott, Mrs. Katherine Ursula

Strangers may kiss. 380p. D [c.'30] N. Y., Cape & Smith \$2

Not even marriage nor lovers could make Lisbeth forget the man she began to care for at seventeen. Written by the author of "Ex-Wife."

Parsons, Robert P.

History of Haitian medicine; foreword by Edward R. Stitt. 224p. (2p. bibl.) il., map D c. N. Y., P. B. Hoeber \$2.25

Patterson, Norma

The gay procession. 309p. D [c.'30] N. Y., Farrar & Rinehart \$1

The romance of a girl, who had too soft a heart. Drew January always put the cares of her family before her own happiness. By the author of "Jenny."

Power, Sir D'Arcy

Medicine in the British Isles. 93p. (bibl.) front. S (Clio medica) c. N. Y., P. B. Hoeber \$1.50

Rabelais, François

The heroic deeds of Gargantua and Pantagruel; 2 v. [introd. by D. B. Wyndham Lewis]. 384p.; 374p. (bibl.) S (Everyman's lib., nos. 826, 827) [c.'29] N. Y., Dutton flex. cl. 90 c., ea.

Randolph, Thomas

The drinking academy; ed. by Samuel Aaron Tannenbaum and Hyder Edward Rollins [play]. 89p. il. O '30 Cambridge, Mass., Harvard \$2.50

Richmond, Grace Louise Smith

The listening post. 346p. D (Copyright fiction) [c.'29] N. Y., Burt 75 c.

Robbins, Clarence Aaron [Tod Robbins]

The unholy three [il. with scenes from the photoplay]. 282p. D (Copyright fiction) [c.'17] N. Y., Burt 75 c.

Robinson, David M.

Excavations at Olynthus; pt. 2, Architecture and sculpture, with an account of the ruined houses and other buildings, with chapters on loomweights and lamps. 177p. il. (pt. col.) diags. Q (J. H. U. studies in archaeology, no. 9) '30 Balt., Johns Hopkins Press \$20

Schelling, Felix Emmanuel

Shakespeare. 35p. (3p. bibl.) S (Reading with a purpose, no. 59) c. Chic., Amer. Lib. Ass'n 50 c.; pap., 35 c.

Secrist, Horace, and Powlison, Keith

Banking ratios; a study of the operating results of member banks with special reference to the Twelfth Federal Reserve District and to California. 653p. diags. O (Claremont College research studies) c. Stanford Univ., Cal., Stanford Univ. Press \$10

Shakespeare, William

Hamlet; ed. by L. A. Sherman. 249p. il. S (New pocket classics) '30 N. Y., Macmillan fab. 60 c.

Macbeth; ed. by Charles W. French. 214p. il. S (New pocket classics) '30 N. Y., Macmillan fab. 60 c.

Shaw, Napier, and Austin, Elaine

Manual of meteorology; v. 3, The physical process of weather. 473p. il. (pt. col.) O '30 N. Y., Macmillan \$12

Shaw, William A.

The theory and principles of central banking, with special reference to the working of the Bank of England and of the Federal Reserve System of the United States. 266p. O [n.d.] N. Y., Pitman \$3.75

Shore, William Teignmouth

Touring London, with W. Teignmouth Shore. 115p. il., maps, diags. D '30 N. Y., Scribner \$1.75

Tours about London for those who wish to become better acquainted with the great city.

Porter, Mrs. Jennie Henderson, comp.

Hannah Johnson and Polly Palmer with some of their kinsfolk. 83p. (bibl.) il. O '30 [Kansas City, Mo., Lowell Press, 3017 Main St.] apply

Raizizun, Yacki

Manual on occult development. 44p. D '30, c. '27 Milwaukee, Caspar, Krueger, Dory Co. pap. 35 c.

Power of personal magnetism; how attained. 25p. D '30, c. '28 Milwaukee, Caspar, Krueger, Dory Co. pap. 35 c.

Ramsey, Elizabeth

The history of tobacco production in the Connecticut Valley. 109p. (8p. bibl.) O (Smith College studies in hist., v. 15, nos. 3, 4) '30 Northampton, Mass., Smith College pap. 75 c.

Richter, Gisela M. A.

Handbook of the classical collection; new 6th ed. 432p. (29p. bibl.) il. diagr. O '30 N. Y., Metropolitan Museum of Art pap. \$2

Rogers, Charles H.

A text-book of inorganic pharmaceutical chemistry; for students of pharmacy and pharmacists. 676p. il. O '30 Phil., Lea & Febiger \$7

Rowley, Charles Bacon

My future home and the architect. 81p. O [c.'30] [Cleveland, O., Britton Pr. Co., Caxton Bldg.] apply

Seesholtz, Anne

Certain spiritual practices; a series of services of worship for use over seven days. 62p. S '30 N. Y., Womans Press apply

- Shorter novels; v. 2, Jacobean and Restoration; Ornatus and Artesia; Oroonoko; Isle of Pines; Incognita** [introd. by Philip Henderson]. 318p. S (Everyman's lib. no. 841) ['30] N. Y., Dutton flex. cl. 90 c.
- Singmaster, Elsie [Mrs. Harold Lewars]**
What everybody wanted. 262p. D (Copyright fiction) [c.'28] N. Y., Burt 75 c.
- Smollett, Tobias George**
The adventures of Peregrine Pickle; 2 v. 379p.; 371p. S (Everyman's lib. nos. 838-9) ['30] N. Y., Dutton flex. cl. 90 c., ea.
- Steele, Rufus**
Scar Neck; the adventurous story of a great Nevada mustang; il. by Herbert Stoops. 92p. S (Round table ser.) c. N. Y., Harper \$1
The story of a wild horse for children from 12 to 16.
- Steen, Marguerite**
Dark duel; a novel. 308p. D (Copyright fiction) ['29] N. Y., Burt 75 c.
- Still, John**
The jungle tide. 252p. front. D '30 Bost., Houghton \$3
A record of the author's adventures in the jungles of Ceylon.
- Sturlason, Snorre**
Heimskringla; the Norse king sagas; tr. by Samuel Laing. 469p. S (Everyman's lib., no. 847) ['30] N. Y., Dutton flex. cl. 90 c.
- Talbot, Fred A.**
Cassell's Railways of the world; 3 v. 728p. il. Q '30 N. Y., Simmons-Boardman \$10
- Thomas, Stanley**
Bacteriology; a textbook on fundamentals; new 2nd ed. 301p. il. O '30 N. Y., McGraw-Hill \$3
- Tourist's vade mecum of Dutch colloquial conversation; a selection of phrases in general use with vocabularies, tables, and imitated pronunciation.** 62p. S '30 N. Y., Pitman 50 c.
- Trites, William Budd**
A modern girl. 286p. D (Copyright fiction) [c.'29] N. Y., Burt 75 c.
- Tunis, John Roberts**
American girl. 332p. D c. N. Y., Brewer & Warren \$2
The first novel of a well-known sports writer is the story of Florence Farley, an American tennis champion.
- Stinson, Madeline**
Contemporary French literature as seen in translation. 29p. (bibl. footnotes) O (Culver-Stockton quarterly, v. 6, no. 3) '30 Canton, Mo., Culver-Stockton College pap. apply
- Studies in quantitative and cultural sociology; papers presented at the twenty-fourth annual meeting of the American Sociological Society.** 294p. (bibl. footnotes) O [c.'30] Chic., Univ. of Chic. Press pap. apply
- Tanney, Joseph P.**
The law of government contracts and administration. '30 Chic., Callaghan & Co. \$3
- Vincent, Melvin James**
The accommodation process in industry. 118p. (9p. bibl.) O (Soc. science ser.) [c.'30] Los Angeles, Univ. of So. Cal. Press pap. \$1.25
- Untermeyer, Louis, ed.**
Modern American poetry; a critical anthology; 4th rev. ed. 888p. (bibl.) D [c.'19-'30] N. Y., Harcourt \$3.50; textb'k ed., \$2.50
- Upton, Clifford Brewster**
Strayer-Upton junior mathematics; modern algebra, ninth year. 320p. il., diagrs. S [c.'30] N. Y., Amer. B'k \$1.20
- Van de Velde, Th. H., M.D.**
Ideal marriage; its physiology and technique; tr. by Stella Browne; introd. by J. Johnston Abraham. 349p. (bibl. footnotes) diagrs. (pt. col.) O '30, c.'26, '30 N. Y., Covici, Friede \$7.50
The sale of this book is limited to members of the medical profession, psychoanalysts, scholars and to such adults as may have a definite position in the field of physiological, psychological or social research.
- Wallace, Edgar**
The Crimson Circle. 309p. D (Copyright fiction) [c.'22, '29] N. Y., Burt 75 c.
The northing tramp. 276p. D (Copyright fiction) [n.d.] N. Y., Burt 75 c.
- Wann, Louis, and others, eds.**
University of Southern California poems. 97p. D (Semicentennial pub'ns) c. Los Angeles, Univ. of So. Cal. bds. \$1.25
An anthology from the work of present and former students.
- Warsaw, Isidor**
The broken tablets [essays]. 238p. D '30 N. Y., Brentano's \$2
- Wegelin, Oscar**
Early American poetry, 1650-1820 [bibliography]; 2nd ed. rev. and enl.; lim. ed. 254p. il. O '30 N. Y., Peter Smith \$10
- Wells, Carolyn [Mrs. Hadwin Houghton]**
Sleeping dogs. 300p. D (Copyright fiction) [c.'29] N. Y., Burt 75 c.
- Wheeler, Raymond Holder [comp.]**
Readings in psychology. 607p. (5p. bibl., bibls.) diagrs. O [c.'30] N. Y., Crowell \$3.75
Selected to give the beginning student in psychology access to experimental investigations. Articles have been specially written for this volume by Harry Helson, Milton Metfessel and Thomas D. Cutsforth.
- William A. Vowter Foundation**
The ethical problems of modern finance. 144p. D '30 N. Y., Ronald Press \$2
- Wright, Harold Bell**
Exit. 314p. D c. N. Y., Appleton \$2
A love story of two generations, of life in a small town and in the world of the theatre.
- Warman, Edward Barrett**
Two hundred and eighty-five health answers. 87p. front. (por.) S (Spalding athletic handb'ks, no. 51R) [c.'30] N. Y., Amer. Sports Pub. Co. apply
- Wieman, H. L.**
An introduction to vertebrate embryology. 411p. il. O (McGraw-Hill pub'ns in zool. sciences) '30 N. Y., McGraw-Hill \$4
- Winchester, Hinda E.**
Practical parliamentary points, based upon and in strict accordance with "Robert's rules of order revised." 61p. D '30 Joplin, Mo., Tri-State Pr. Co. apply
- Wiorogorski, L., and Zajaczkowski, G., comps.**
Lexicon synonymorum pharmaceuticorum; in six languages, Latin, German, French, English, Polish and Russian; 2 v. '30 N. Y., Polish Bk. Importing Co., 38 Union Sq. \$12

Title Index to The Weekly Record

Does not include the material listed in smaller type

- Actress, The. Applin, A. \$2 *Duffield*
 Adventures of Peregrine Pickle, The; 2 v. Smollett, T. G. 90 c. ea. *Dutton*
 Alice and Billy. Lisson, A. C. 74 c. *F. A. Owen Pub. Co.*
 American girl. Tunis, J. R. \$2 *Brewer & Warren*
 American short stories of the nineteenth century. Cournos, J. 90 c. *Dutton*
 Anatomy. Corner, G. W. \$1.50 *P. B. Hoeber*
 Archer's chronicle and greenwood companion, The. Hare, K. \$4 *Dutton*
 Art of drinking, The. Mason, D. \$1 *Farrar & Rinehart*
 Bacteriology. Thomas, S. \$3 *McGraw-Hill*
 Banking ratios. Secrist, H. \$10 *Stanford Univ. Press*
 Bay Colony, The. Fisher, H. \$1.50 *Houghton*
 Beau lover. Barnes, C. D. \$2 *Liveright*
 Beginnings—Egypt and Assyria, The. Dawson, W. R. \$1.50 *P. B. Hoeber*
 Betty and Jack. Lisson, A. C. 64 c. *F. A. Owen Pub. Co.*
 Bevis. Jefferies, R. 90 c. *Dutton*
 Bird in the bush. Hallock, G. T. \$2.50 *Dutton*
 Black Rock, seaport of old Fairfield, Connecticut. Lathrop, C. P. \$4 *Tuttle, Morehouse & Taylor Co.*
 Broken tablets, The. Warsaw, I. \$2 *Brentano's*
 Can these bones live? Boden, J. W. \$1.50 *Richard R. Smith*
 Capital; 2 v. Marx, K. 90 c., ea. *Dutton*
 Cassell's Railways of the world. Talbot, F. A. \$10 *Simmons-Boardman*
 Cathedrals of Great Britain, The. Ditchfield, P. H. \$2.50 *Dutton*
 Christ of the forest, The. Michel, R. \$2.50 *Dutton*
 Church and the Bible, The. Goudge, H. L. \$1.35 *Longmans*
 Colonial service, The. Bertram, A. \$4.25 *Macmillan*
 Corinth; v. 3, pt. 1. Blegen, C. W. \$5 *Harvard*
 Criminology. Haynes, F. E. \$3.50 *McGraw-Hill*
 Crimson Circle, The. Wallace, E. 75 c. *Burt*
 Dark duel. Steen, M. 75 c. *Burt*
 Denny and the dumb cluck. McEvoy, J. P. \$1 *Simon & Schuster*
 Dixiana. Brandon, W. 75 c. *Burt*
 Drinking academy, The. Randolph, T. \$2.50 *Harvard*
 Early American poetry, 1650-1820. Wegelin, O. \$10 *Peter Smith*
 Earthly paradise, The. Morris, W. \$5 *Longmans*
 Enchanted button, The. Bullard, M. R. \$2 *Dutton*
 English, present and past. Aiken, J. R. \$3 *Ronald Press*
 Ethical problems of modern finance, The. William A. Vawter Foundation. \$2 *Ronald Press*
 Every man's story of the New Testament. Nairne, A. \$1.80 *Macmillan*
 Excavations at Olynthus. Robinson, D. M. \$20 *Johns Hopkins Press*
 Exit. Wright, H. B. \$2 *Appleton*
 First book about Chaucer, A. Martin, D. 85 c. *Dutton*
 First book about Shakespeare, A. Martin, D. 85 c. *Dutton*
 First poems. Henderson, P. \$1.50 *Dutton*
 Florentine sculptors of the fifteenth century. Gore, W. O. \$3 *Macmillan*
 Flutes of Shanghai, The. Miln, L. J. 75 c. *Burt*
 Ford crosses Soviet Russia, A. Counts, G. S. \$2.50 *Stratford*
 Fortunes and misfortunes of the famous Moll Flanders, The. Defoe, D. 90 c. *Dutton*
 Gay procession, The. Patterson, N. \$1 *Farrar & Rinehart*
 Girl of the golden west, The. Belasco, D. 75 c. *Burt*
 Golden river. Lull, M. Y. \$2 *Harper*
 Good estate of the Catholic Church, The. Halifax, C. 80 c. *Longmans*
 Green jade hand, The. Keeler, H. S. \$2 *Dutton*
 Hamlet. Shakespeare, W. 60 c. *Macmillan*
 Happy road, The. Lisson, A. C. 88 c. *F. A. Owen Pub. Co.*
 Heimskringla. Sturlason, S. 90 c. *Dutton*
 Helen and Bob. Lisson, A. C. 70 c. *F. A. Owen Pub. Co.*
 Heroic deeds of Gargantua and Pantagruel, The; 2 v. Rabelais, F. 90 c., ea. *Dutton*
 Historical sources for the study of Flemish art. Denucé, J. \$6 *D. Jos. Van Riemsdyck*
 History of Haitian medicine. Parsons, R. P. \$2.25 *P. B. Hoeber*
 Ideal marriage. Van de Velde, T. H. \$7.50 *Covici, Friede*
 If you know what I mean. McDougall, J. E. \$2 *Dutton*
 In Arcadia. Byers, S. \$2.50 *Grafton Co.*
 Investment. Angas, L. \$8 *Macmillan*
 Jungle tide, The. Still, J. \$3 *Houghton*
 Laocoön. Lessing, G. E. 90 c. *Dutton*
 Legendary Germany, Oberammergau and Bayreuth. Iais, R. \$2.50 *Dial Press*
 Life of Sir Walter Scott, The. Gwynn, S. \$3.50 *Little, Brown*
 Life story of a little monkey, The. Ossendowski, F. A. \$2.50 *Dutton*
 Listening post, The. Richmond, G. 75 c. *Burt*
 London's old Latin Quarter. Chancellor, E. B. \$4.50 *Houghton*
 Lone cowboy. James, W. \$2.75 *Scribner*
 Lower South in American history, The. Brown, W. G. \$3 *Peter Smith*
 Macbeth. Shakespeare, W. 60 c. *Macmillan*

- MacRae's blue book. \$15
MacRae's Blue Bk. Co.
- Maggie, a girl of the streets. Crane, S. \$2.50
Newland Press
- Man and society. Haas, F. J. \$3.50
Century
- Manual of meteorology. Shaw, N. \$12
Macmillan
- Massachusetts Historical Society, 1928-29. \$3
Mass. Historical Soc.
- May it please the court. Beck, J. M. \$5
Harrison Co.
- Medicine in the British Isles. Power, D. \$1.50
P. B. Hoeber
- Meditation. Codd, C. M. 75 c.
Theosophical Press
- Merivales, The. McCutcheon, G. B. 75 c.
Burt
- Mexican houses. Garrison, G. R. \$15
Architectural Bk. Pub. Co.
- Minor poets of the eighteenth century. 90 c.
Dutton
- Miss Mayhew and Ming Yun. Duffield, A. 75 c.
Burt
- Modern American poetry. Untermeyer, L. \$3.50; \$2.50
Harcourt
- Modern architectural sculpture. Aumonier, W. \$20
Scribner
- Modern British authors. Cutler, B. D. \$10
Greenberg
- Modern girl, A. Trites, W. B. 75 c.
Burt
- Monstrous regiment, The. Hollis, C. \$2.50
Minton, Balch
- Mother Mason. Aldrich, B. S. 75 c.
Burt
- Mountain school, A. Hatcher, O. L. \$2
Garrett & Massie
- Nature index. Ellis, J. C. \$3
F. W. Faxon
- New Backgammon, The. Boyden, E. C. \$1.50
Harcourt
- Northing tramp, The. Wallace, E. 75 c.
Burt
- Opium murders, The. Baron, P. \$2
Macaulay
- Our educational task. Kilpatrick, W. H. \$1.50
Univ. of N. C. Press
- Outlaw years, The. Coates, R. M. \$3
Macaulay
- Overhead expense. Church, A. H. \$5
McGraw-Hill
- Pan Tadeusz. Mickiewicz, A. 90 c.
Dutton
- People of the Blue Mountains, The. Blavatsky, H. P. \$2
Theosophical Press
- Queen Dick. Bartley, N. I. 75 c.
Burt
- Readings in psychology. Wheeler, R. H. \$3.75
Crowell
- Religion of John Burroughs, The. Osborne, C. H. \$1.25
Houghton
- Runaway countess, The. Muhler, H. Z. \$2.50
Cape & Smith
- Rural girls in the city for work. Hatcher, O. L. \$1.75
Garrett & Massie
- Sailors don't care. Lanham, E. M. \$2.50
Cape & Smith
- Santone. Hoffman, W. D. 75 c.
Burt
- Scar Neck. Steele, R. \$1
Harper
- Second guess, The. Brown, W. C. 75 c.
Burt
- Secret of the bungalow, The. Casey, R. J. \$2
Bobbs-Merrill
- Shadow in the house. Gluck, S. 75 c.
Burt
- Shakespeare. Schelling, F. E. 50 c.; 35 c.
Amer. Lib. Ass'n
- Shorter novels; v. 2. 90 c.
Dutton
- Sleeping dogs. Wells, C. 75 c.
Burt
- Southern Italy and Sicily. Baedeker, K. \$6
Scribner
- Statesman's year book, 1930, The. Epstein, M. \$7.50
Macmillan
- Stephen, the valiant. Daru, J. \$2.50
Dutton
- Strangers may kiss. Parrott, K. U. \$2
Cape & Smith
- Strayer-Upton junior mathematics; modern algebra, ninth year. Upton, C. B. \$1.20
Amer. Bk.
- Supervised student-teaching. Mead, A. R. \$3
Johnson Pub. Co.
- Tatter'd loving. Bottome, P. \$2
Houghton
- Theory and principles of central banking, The. Shaw, W. A. \$3.75
Pitman
- Theory of legislation. Jordan, E. \$3.75
Progress Pub. Co.
- Things seen in Belgium. Holland, C. \$1.50
Dutton
- Tomorrow's House. O'Neil, G. \$2.50
Dutton
- Touring London. Shore, W. T. \$1.75
Scribner
- Tourist's vade mecum of Dutch colloquial conversation. 50 c.
Pitman
- Treatise of Gerard Mercator, The. Mercator, G. \$5
D. Jos. Van Riemsdyck
- Underground. Farjeon, J. J. 75 c.
Burt
- Unholy three, The. Robbins, C. A. 75 c.
Burt
- University of Southern California poems. Wann, L. \$1.25
Univ. of So. Cal.
- Water and gold. Palen, L. S. \$3
Dutton
- Water supply and civilization. Baker, D. M. \$6
Wiley
- We forget because we must. Maxwell, W. B. 75 c.
Burt
- What everybody wanted. Singmaster, E. 75 c.
Burt
- White jade. Meagher, M. \$2
Houghton
- Who killed Gregory? Jones, E. 75 c.
Burt

Old and Rare Books

Frederick M. Hopkins

IN the sale of Tennyson manuscripts held at Sotheby's in London, on July 14, the thirteen lots brought a total of £4,975. Five of the lots went to Gabriel Wells of this city, and four to Maggs Bros. of London. The autograph manuscript of "The Devil and the Lady," and other early poems, 47 pp. 8vo., including a translation of Claudian's "Rape of Prosperine," brought £600. Other manuscripts and the prices realized were as follows: about 1,200 lines on 60 pages of "The Princess," first published in 1847, an early draft covering the first five parts of the published poem, with early versions of the songs, £1,750—said to be an English record for a Tennyson manuscript; the original early draft of "The Coming of Arthur," 23 pp., £1,600; original manuscript of the sonnet to W. C. Macready, 1 p., 8vo, £30; manuscript of "Vivien," 6½ pp., with some variations and a few additional lines, £180; manuscript of "The Voyage," 4 pp., an early version of the poem, £300; manuscript of "Aylmer's Field," 1864, 32 pp., the final form, £600; manuscript of passages from "Gareth" 1872, 6 pp., with variants, £175; manuscript of "A Welcome" to Marie Alexandrovna Duchess of Edinburgh, 2½ pp., £60; manuscript of "The Voyage," 1880, 11 pp., 4to, £190; manuscript of "Early Spring," 1½ pp., first printed in an edition of six copies, in 1883, £70; manuscript of "The Falcon," 36 pp., 1879, £500; and the manuscript of "The Cup," 49 pp., 1881, £500. It is reported that more than one-half of these manuscripts, including the most valuable lots, will come to America.

THE *Shakespeare Pictorial* tells an anecdote of the late Henry Clay Folger, the Shakespearian collector, which illustrates the diffident humor of the man.

"A visitor to the birthplace of Shakespeare told the late librarian, Richard Savage, that a New Yorker owned five perfect copies of the 1623 Folio Shakespeare. 'I don't believe it!' said Savage. 'Well, write and ask him,' said the visitor. So he did, and Mr. Folger acknowledged the ownership of five copies. Calling a few days later, the visitor said, 'Well, what did he say?' 'You are quite right,' replied Mr. Savage. 'I shall not doubt you again.' 'But I underestimated the number,' remarked the visitor, 'he really has twenty copies.' 'Oh,' rejoined Savage, 'of course you are now pulling my leg.' 'All right, if you cannot swallow that, question him again.' Savage did so, and then received confirmation, to his bewilderment. He could not conceive of any man owning twenty copies of this high-priced book. A month passed, and the visitor appeared once more, with a twinkle in his eye. 'Do you now believe?' said he. 'Well,' remarked Savage, 'he admits having twenty, so it must be so; yet it is almost incredible.' 'Nothing of the sort,' replied the informant, 'I was just testing your incredulity, and began in a modest way. As a matter of fact, Mr. Folger owns fifty copies, including the autograph copy given by its editor, William Jaggard, to Augustine Vincent, the herald. He will even confirm that if you care to ask him, but I fancy you will now accept my word, as I happen to be a personal friend of his.'

THAT there was a literary friendship of a most unusual character between Kate Greenaway and John Ruskin was made apparent when M. H. Spielmann's "Kate Greenaway" was published in 1905. The Greenaway collection at Brantwood has just been sold at auction at Sotheby's. It comprised 250 letters to Ruskin between 1887 and 1899, many of them containing

references to their distinguished friends, pen-and-ink sketches and colored illustrations. These letters and sketches gave great pleasure to Ruskin, and Kate Greenaway was most generous in presenting them. In addition to the letters there were twenty-five volumes of Kate Greenaway's *Almanac*, 1884, 1897 many of them presentation copies, in which the artist has placed fine miniature colored drawings of great delicacy and charm. There were also, thirty-eight original drawings in water color and six in black and white. While most of them were small designs, there was a larger colored drawing sent to Ruskin at Christmas, 1886, entitled "White Rose and White Lily and the Flowery Arch." In this drawing, 6½ by 11 inches, a group of ragged children are entering an arch, guided by "White Lily," to emerge in resplendent costumes, under the patronage of "White Rose," a characteristic and charming Greenaway conception executed in her best manner.

ANOTHER special catalog, "Books, Engravings and Medals illustrating the Evolution of the Airship and the Aeroplane," comes from Maggs Bros. of London. It is a quarto volume of 184 pages and contains 677 items. There are 15 full page illustrations, facsimiles of engravings in rare books, or reproductions of lithographs and aquatints. The contents include books beginning with Reiderer's "Spiegel der Wahren Thetorik," 1493, containing the first printed representation of a flight through the air, and coming down to the present year; engravings comprising portraits, famous balloon ascents, caricatures, and various aeronautical subjects; and medals, among them four struck in honor of Montgolfier, including a very rare bronze medal struck by order of Louis XVI in commemoration of the invention of the air balloon, bearing the date, 1784. This is we believe the most comprehensive catalog ever issued on this particular subject.

TURGENIEV'S unpublished papers have fallen into the hands of André Mazon, professor of Slavonics in the College de France. After the death of the great Russian novelist in 1883 these literary remains came into the possession of the

famous French opera star, Pauline Viardot-Garcia, who played so great a part in the author's life. For nearly forty years the priceless treasure was hidden from the world. Now professor Mazon, in a book recently published, has brought them to light. Besides an introductory essay on Turgeniev's work and personality, one of the finest essays ever written on the subject, the book contains a detailed list of Turgeniev's posthumous writings. They prove to be numerous and valuable. Among the nearly one hundred and fifty items listed are several sketches and outlines of novels and stories worked out in minute detail, with several completed works, such as the one-act drama, "Anthony's Temptation," also "The Russian German," a story written for the cycle of stories known as "The Sketch Book of a Sportsman," and the author's final story, "An End," dictated to Madame Viardot in French during his last sickness. It is expected that several of these writings will appear in print within a short time.

THE famous medieval illuminated manuscript, the Bedford Book of Hours, bought at auction last year on July 29th by J. P. Morgan for the British Museum, is to remain in England. Mr. Morgan purchased the manuscripts for \$160,380, agreeing to lend England the sum without interest if the country would raise the amount within a year. If England failed to raise the money the book was to have gone into the Morgan library. At the same time and under the same conditions Mr. Morgan purchased the "Luttrell Psalter," paying for it \$92,340. This was saved for England largely by donations from the British Museum and a group of art enthusiasts operating as "The National Art Collection Fund." The Book of Hours was saved after the failure of an appeal for public subscriptions, by eleventh hour donations from the Art Collection Fund, and by the last minute relinquishment by Mr. Morgan of part of the debt. The amounts of the Art Fund donations and the total of Mr. Morgan's slice off the debt were not revealed. Both the Luttrell Psalter and the Bedford Book of Hours will be on exhibition at the British Museum throughout August.

BOOK MAKING

A Monthly Department

A Printer's Notes on Book Production

The First of a Series of Articles on Various Technical Aspects of Printing Which Are of Interest to the Booktrade

Herbert Simon

I. *The Copy*

IT is permissible to believe that the publisher desires to direct the production of his books and to shoulder in some measure the responsibility for their outward as well as their inward being. To do this the confidence of the printer must be enlisted, and there is no surer way than by talking the "printer's language." Superficial knowledge will not carry an ignoramus far, and the goal cannot be reached by discharging at frequent intervals such printers' terms as "swash letters," "galleys," "make-up," or "make-ready." A true understanding of the day-to-day work of a printing office and a knowledge of methods, tools and materials is undoubtedly of immense advantage to the publisher and should help to make relations with his printers much less irksome; indeed, it is possible that they may be entirely pleasant.

It will be taken as a premise that it is a natural desire of the publisher to avoid any extravagance, but at the same time to get his book printed in an attractive manner. What is attractive and what is not is clearly a very debatable point, and an attempt will be made later to outline a framework of good typography. At the moment the practical concerns us.

The printer first knows of a new book in preparation when the manuscript is delivered to him and a request is made for an estimate. It is not sufficient merely to

ask for an estimate but any views relevant to the final form of the book which the publisher's production department may have formed should be given. Even if these ideas are quite hazy in the early stages they are probably useful and will give the printer a clearer vision of the work as a whole. An early appreciation of all the aspects of production avoids most surely future misunderstanding and possibly useless estimates. In particular, illustrated books should always be discussed fully. The printer should know what method of reproduction is contemplated; whether the text and illustrations are to be printed on the same or on different papers, whether the illustrations are to be printed separately or whether it is intended that they should be run in with the text? Questions such as these and many others cognate to production cannot be considered too early in the making of a book.

A great deal of time and considerable expense can be saved if the manuscript is prepared properly. The manuscript should, in fact, be typed and on paper of an even size, and as far as possible the same number of lines to the page. The lines should not be solid, but should have lateral spacing—generally known on the typewriter as "double spacing." The ordinary typewriter paper (8½ ins. by 11 ins.) has the advantage of fitting copy-holding devices

The Plant Complete



ROBERT M. COATES

Who Discovered an Outlaw Empire

Robert M. Coates has brought to light a colorful and extraordinary era in American history. His latest book *The Outlaw Years* relates the stirring events on the outlaw infested "Natchez Trace" — the overland route into what was once our wild west — during the years just before 1800 and up to 1835. Among other things it tells of the vast conspiracy for an Outlaw Empire which threatened for a time the stability of the young nation. It is a vivid and vigorous narrative.

The Outlaw Years was the Literary Guild's selection for August. The Macaulay Company, its publishers, further assured it of a place in the sun by planning a physically attractive volume and — specifying **THE PLANT COMPLETE** to produce it.

It is a source of gratification to us to observe how many publishers constantly direct their pet manuscripts our way to be dressed for parade — secure in the knowledge that here,

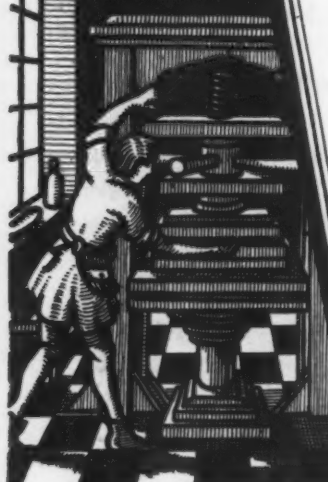
The well-made book costs no more.

J.J. LITTLE & IVES COMPANY

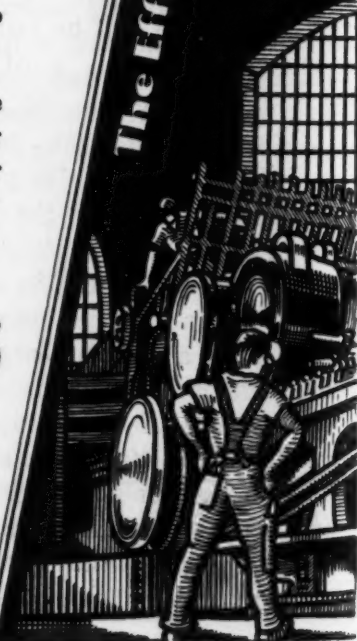
BOOKDESIGNING - COMPOSITION
ELECTROTYPING - PRINTING - BINDING

425-435 E 24TH ST., NEW YORK

The Personal Pride of the Individual Craftsman



The Efficiency and Economy of Modern Industry



on composing machines. The pages should be numbered consecutively.

It is the practice of many publishers to tell the printer what size paper will be supplied, what size type is to be used, and the area of the page to be occupied by the printing. A rigid specification is not always wise, and frequently it is preferable to confer with the printer and evolve an agreed plan. It is no exaggeration to say that the most successful book productions have been achieved through close co-operation of buyer and craftsman. For the moment, the assumption is that the format of the book has been agreed upon. The printer then selects some typical pages of the copy and prepares a specimen page. This has the three-fold function of giving the publisher an idea of the appearance of his book, of giving the printer the valuable information as to how many words there are to a page, and how many type lines a given number of lines of copy make. Here lies the key to the cast-off. The cast-off is the estimate of the number of type pages that the manuscript will make when set up. To get an accurate cast-off it is preferable to count the number of words on each page of copy and divide the grand total by the number of words on the specimen page.* In absolutely straightforward composition this will give the number of pages the book will make. In practice, however, no book is absolutely straightforward. Allowances have to be made for chapter headings, the general custom of starting new chapters on a fresh page, running heads, page numbers and footnotes. All these are normal complications and can be estimated quite accurately with the help of a ruler specially graduated on the printer's point system. In cases where there are several footnotes to be set in a smaller size of type than the main body, a few trial lines are cast and the words for small type counted separately. The footnotes would be composed in a mass and only separated and placed near their relevant matter when the galley proofs are returned for making up into pages.

Having determined the number of pages the manuscript will make the estimate of cost can be worked out. At first we are

only concerned with the probable cost of composition. The great majority of books are set by composing machines, either by a system which produces individual letters and assembles them into words and lines, or by a system which delivers the line as a solid bar. The former is "Monotype"; the latter "Linotype," "Intertype" (I have never seen a Linograph in an American plant) or "Ludlow."*

American book-composition rates are based on the cost per thousand ems, an em being the square of the type size in question. These rates include not only composition on one of the machines named above, but also include office corrections, galley proofs, make-up in pages, page proofs, and lock-up for foundry—(but not lock-up of type pages for press.) Given fair copy and work of a non-technical nature an operator can secure an average production of 3,000 ems an hour—approximately 6,000 letters an hour—on any of the book-composition machines, this figure varying but slightly between classes of machines. With this data it is clear that a cost can be worked out for the composition on the basis of 1,000 ems.

The formula for determining the number of ems in a page is comparatively simple. A printer's pica rule will give the dimensions of the specimen page in picas. This may be reduced to ems by multiplying the number of picas in each measurement by twelve and dividing by the size of the type in question. For example; a type page of 22 x 39 picas set in ten-point type will work out as follows: Add one pica to length to allow for sunken folios and extra make-up occasioned by them, $[(22 \times 12) - 10] \times [(40 \times 12) - 10] = 1268$ ten-point ems per page. With the printer's predetermined selling price per thousand ems, a price per page is worked out.

Front-matter is generally charged at a flat rate per page. Extras in the text, such as cut-in initials, running-around cuts, and inserting rules are charged at set handicaps. Special rates are established for technical or foreign material, for two-column matter such as indices, etc.

So far, we have considered the "cast-off" and the cost of mechanical composition, but there are other factors to be considered.

* In America, we generally select several average pages of copy and multiply the number of pages by the average number of words on these pages.

* Ludlow is not for quantity composition in book work, but rather for setting advertising heads.

The American Bookbindery Inc.



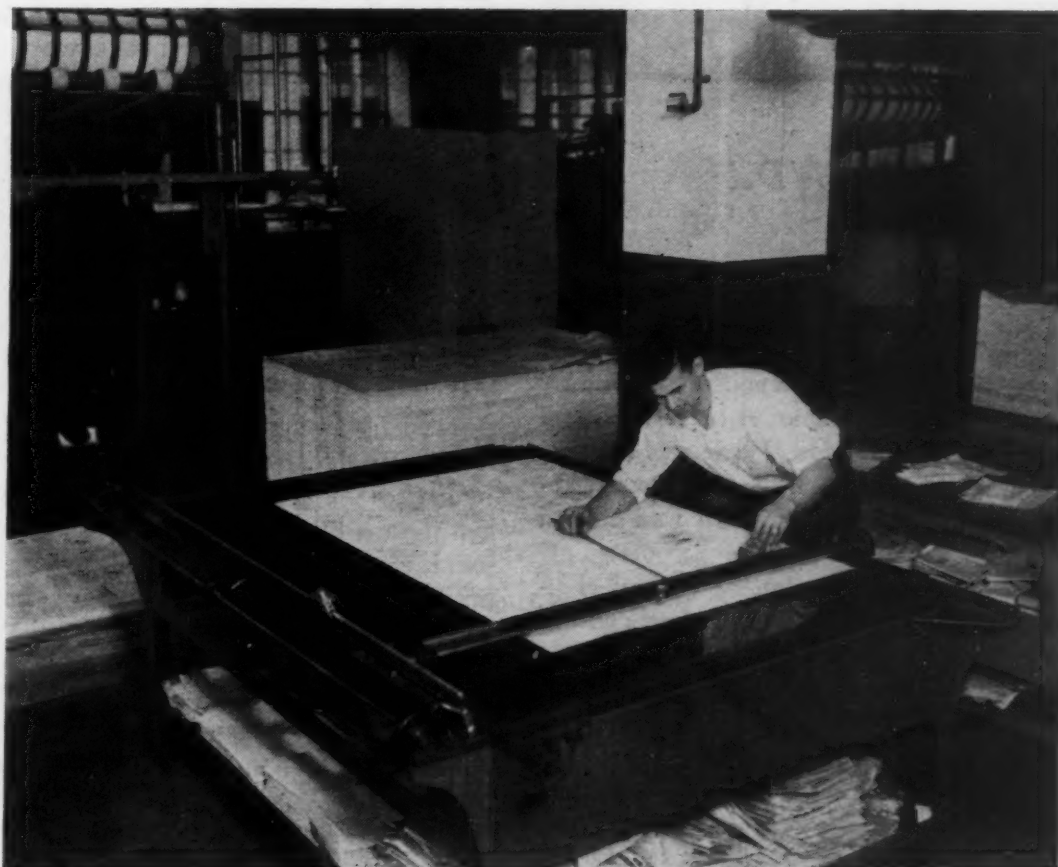
The workman at the left is feeding books into the new unit which delivers the volumes completely reinforced and ready for casing-in.

AMONG the wonders of the Magic Island, Manhattan, is a book manufacturing plant second to none in size or in quality of equipment. This recently completed plant of the American Book Bindery, Stratford Press, stands on an acre and a half that comprises the whole block between Watts and Canal Streets, facing Varick Street at the point where the famous Holland vehicular tunnel rises from under the river and city.

The building was designed entirely according to the specifications submitted by the Bindery, and built under the personal supervision of Louis Statenstein, president of the firm. More than two-hundred-thousand square feet of floor space is occupied by the plant which has a capacity of fifty-thousand copies per day. The organization has become huge, and of necessity production has been speeded to the limit, but so flexible is the equipment that the display of books in the plant library

includes an assortment varying from a \$600 limited edition to standard trade books. All were manufactured on the same presses and handled throughout the plant by the regular workmen.

Through an ingenious layout of equipment so that the entire book is manufactured on one floor, a saving of two days in the time required for the production of an edition has been achieved. The sheets which finally make up a book start their journey at the presses which take a sheet as large as 46 inches by 69 inches. This size sheet allows 128 pages per signature with both sides printed in one operation. From the presses the sheets are taken along the route to the folding department. Following the folding of the signatures some books require the only hand operation now needed in the making of a book—the tipping in of illustrations. Even this can be done by machine if the illustrations happen to fall on pages that are folded to the out-



Above is the inspection table where the type pages are lined up on the sheet in the final inspection before going to press.

side of a signature, that is, illustrations that are tipped in to face pages 128 or 256 in a book that is printed in signatures of 128 pages.

Next along the production line are the automatic gatherers which pick up the folded signatures and arrange them in proper sequence. In this department is a recently developed gatherer that will handle books with as many as thirty-five signatures and deliver forty-two gathered books per minute. After this operation the flat sheets with which we started are printed, folded, illustrated and gathered—they are now ready for the actual binding, or we might say the final operations that transform them into books.

First the loose signatures are sewn together along the back fold, and smashed down to the desired bulk. Then the book is trimmed along the remaining three edges to open the pages. In the trimming department another recently developed machine is in use which trims the three edges in one operation, again affecting a saving of time that helps to make up the two days total saving that has been achieved in the

new plant. After the book is trimmed it is ready to be reinforced along the back-bone. Until a few years ago, at least a part of this reinforcement had to be done by hand, but today a book is taken from the trimmer, fed into machine and delivered ready for casing-in. This intricate machine which reinforces a book is certainly one of the most interesting in the entire Bindery. The book is fed in on an endless belt and first a coating of glue is given the back to hold the first reinforcing crash. The crash is placed and again the back-bone is glued for the second crash for double strength. Another glueing is necessary for the head bands which are cut and placed in the next operation. This brings the book to the last paper reinforcement which is rolled on as the book also receives its final shaping that rounds the back-bone. All of this is accomplished with a single unit machine.

At this point the book meets another production line through which the bindings come. The same technique is employed in the production of bindings with the entire process, including multi-color

 INTRODUCTION TO ART

ADDENDA



IN ELECTING to include under this title such a broad range of subject matter, I have not intended to infer that there has been included here everything there is to know about art. I have only been endeavoring by this Introduction to direct your attention to the mass of good things that have already been said and done.

In art we learn by seeing and doing. No book of instruction nor any amount of reading can take the place of seeing the actual works of art, and seeing them over and over again. Of course the ideal way is to become familiar with the originals in museums and galleries, but it is only a few who have that privilege to any great extent. Most of us have to content ourselves with prints and reproductions.

If you are one of those who learn by doing you will want to know about materials and processes. You will learn of these from the schools you attend; from other artists and pupils; from art dealers and advertisements. Also from your own ingenuity you will find out what is the best material and what is the best way for you to

437

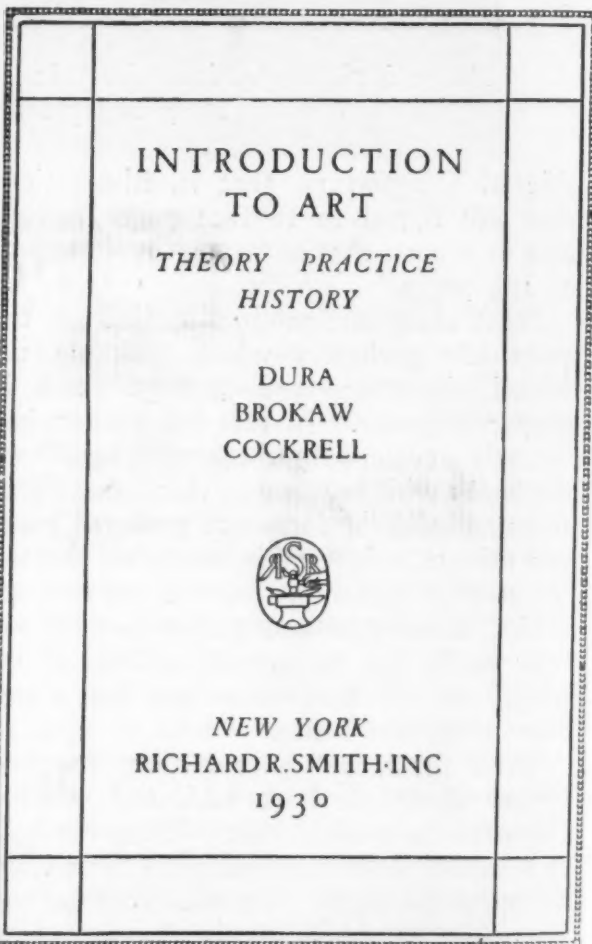
An addenda chapter given as careful treatment as any chapter head

stamping, on the same floor with the production line which we have just followed. When the two finished parts of the book meet after their respective journeys through the plant, they are combined in a final operation into the completed volume. The casing-in is also done on automatic machinery which in a single operation locates the book in the case, or binding, and pastes both end-papers to the boards. The book comes from this machine, a finished product. As the books come from the casing-in operation they are stacked and bound under pressure into bales. After eight hours under this pressure they have set and are ready for final inspection before shipment or storage at the plant.

The problem of storage is one of the most difficult faced by a bindery today. The American Book Bindery, of necessity, has to reserve 100,000 square feet of its

plant floor space to the storage of finished books. Many of these books were manufactured years ago, and have shown little or no activity since the first few months following production. When the Bindery moved into its new building, the inventory of books in storage showed 10,000,000 copies. Another difficult problem is the storage of plates which have in the same way accumulated over years of book production. Elimination of the storage problem would reduce the binder's overhead sufficiently to bring about a material reduction in the cost of book manufacture.

The plant is huge and mechanical to the last detail, but as machinery has supplanted hand work and the demand for books has brought expansion, the ideal of flexibility has never been forgotten. Beginning in the composing room with the largest assortment of foundry types in America and through to the last operation in the making of a book, the most exacting demands of design may be met.



Samuel Jacobs, head designer for the Stratford Press, considers this book one of his best pieces of work



DAWN OF A NEW DAY IN Bookmaking

YOU'LL have a clearer picture tomorrow morning of how book costs can be saved for you . . . You'll have astounding evidence tomorrow morning of how new speed records in book delivery will be made for you . . . You'll have remarkable proof tomorrow morning of new betterments in book manufacture at less than prices you ordinarily pay—

If you phone or wire you'll have a Kingsport representative at your desk—Tomorrow morning!

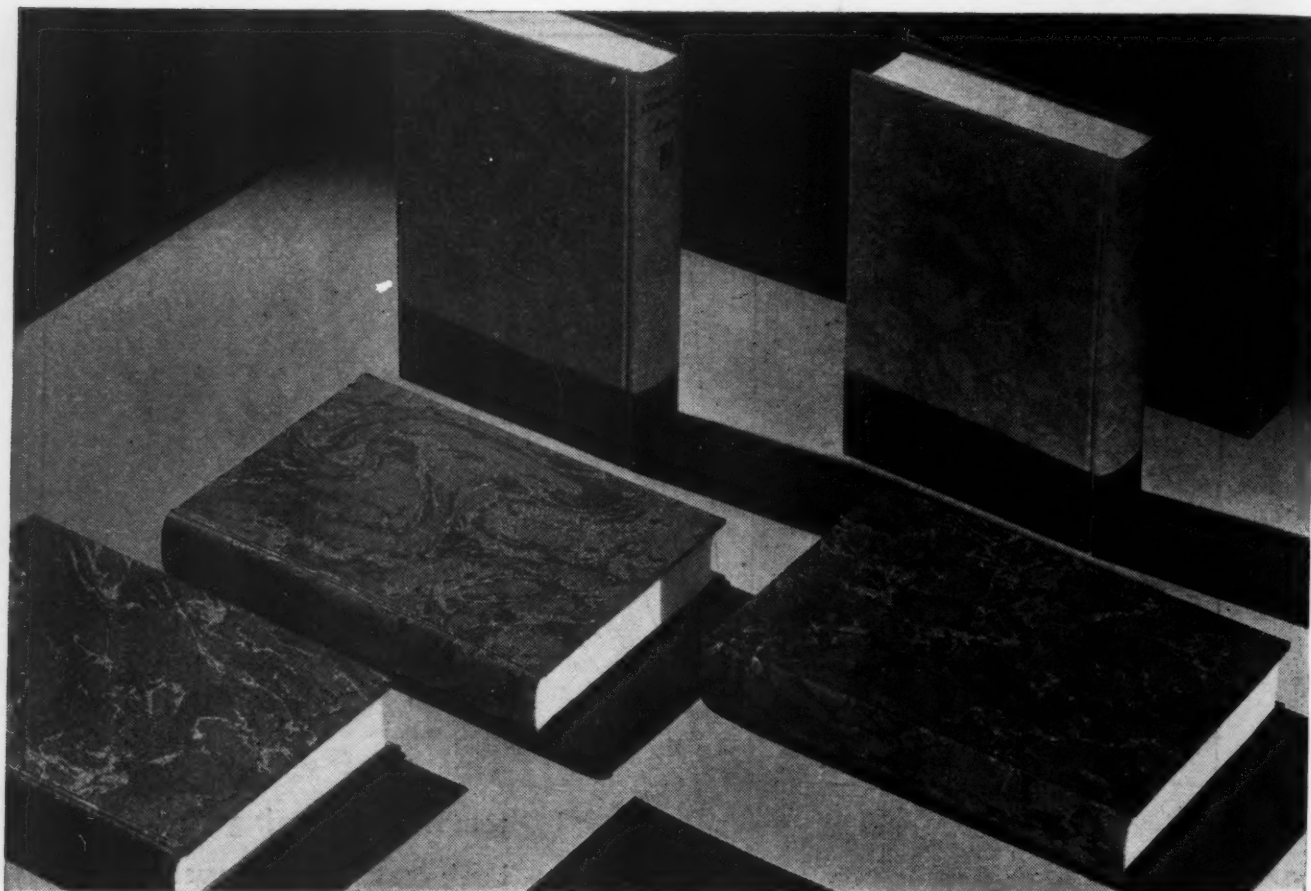
KINGSPORT PRESS, INC.
Kingsport, Tennessee

New York
578 Madison Avenue

SALES AGENCIES

Chicago
1609 Tribune Tower

FROM FOREST TO FINISHED BOOK



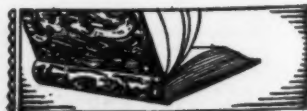
MARBLEX

*... The
most beautiful of all cover materials*

Discerning publishers and bookbinders find in Marblex the needed medium for expressing style in bookbindings. This new colorful fabric, so different from any other binding material, has an attention-compelling beauty which is certain to impart striking distinction to any book cover.

Marblex is more than just a beautiful fabric. Like all good book cloths it lends itself to all binding and stamping treatments and is thoroughly workable under all bindery practices. A noteworthy feature of Marblex is the special surface finish which resists the finger-marking and spotting caused by careless handling. It may be cleaned with a damp cloth if necessary.

Samples are available to prove that Marblex will lift your next book out of the commonplace.

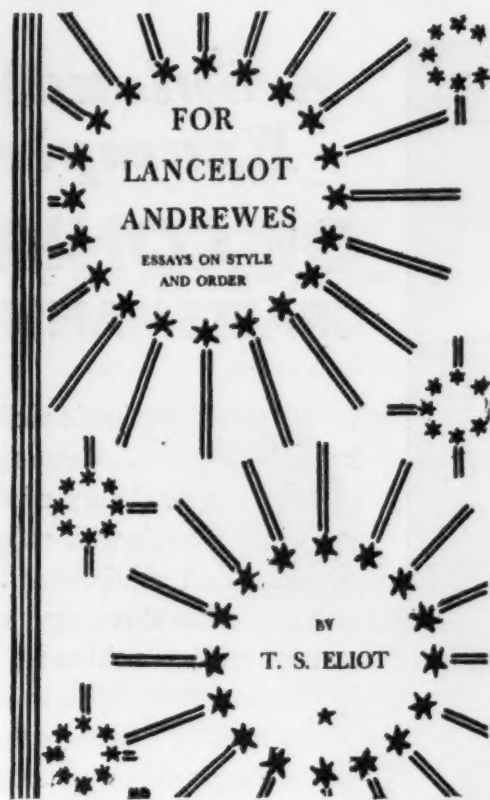


HOLLISTON BOOK CLOTHS

THE HOLLISTON MILLS, INC. . . NORWOOD, MASSACHUSETTS
BRANCH OFFICES AT BOSTON · NEW YORK · PHILADELPHIA · CHICAGO · ST. LOUIS

Harmony in Book Design

Ernst Reichl



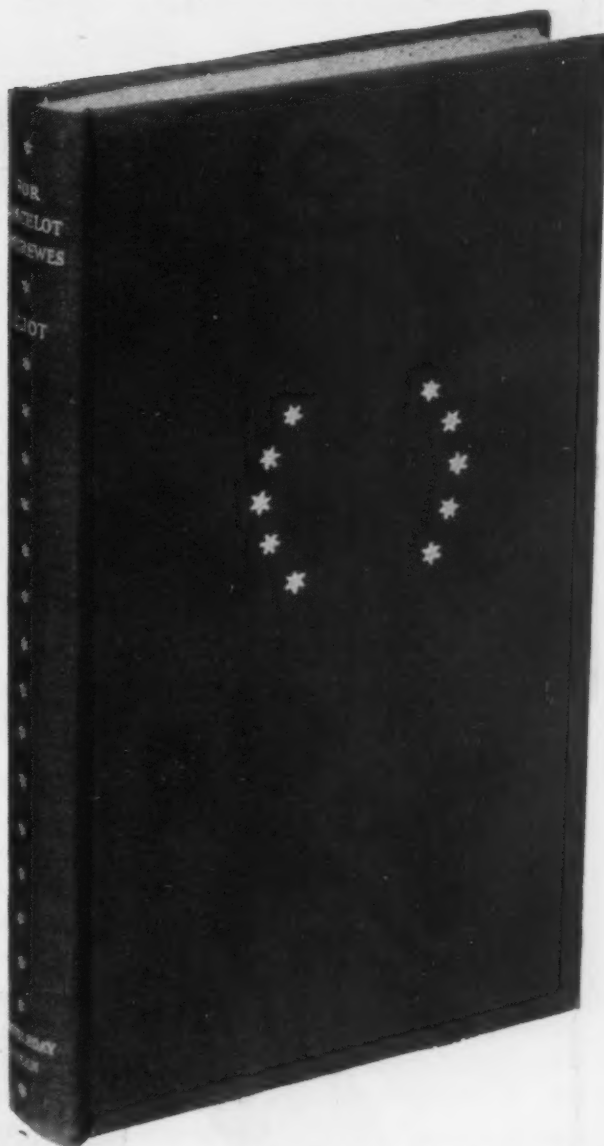
Jacket design for a Doubleday, Doran book

THE so carefully concocted atrocities one sometimes finds in an art gallery arouse not admiration, but annoyance that so much energy and time should have been wasted. And it is a fact that tasteless effulgence always defeats its purpose. Nobody enjoys the sight of valuable materials used up pointlessly and worthy of a better purpose.

In book designing, many a publisher tends to overstuff his books. Well known, for instance, is a certain kind of limited edition, where the desire to make the publication distinctive has made it rather bizarre. Written by one of the best known authors, illustrated by one of the best known book illustrators, designed by one of the best known book designers, printed in one of the best known types, on one of the best known papers, by one of the best known presses, it can't help but turn out to be a very movie palace of a volume.

Fortunately, this happens so seldom as

not to discredit limited editions as such, and the fatherly pride of the established printers and publishers of fine books in their children is usually more than justified. The real trouble lies with the trade books where the desire of the publishers to do *something* for the format of a book usually results in doing too much. As a rule, so many people take part in shaping this format that harmony simply cannot result. First of all, the press receives the manuscript attached to another volume with the order to follow it typographically. This is usually made impossible by a differ-



Front cover and back board of the same volume

Everyman's Automobile Repair Manual



A Splendid Example **OF CONKEY CRAFTSMANSHIP**

To the mass production of hard bound literature, Conkey has applied a new theory of craftsmanship. It deals with efficiency of plant and equipment . . . It involves the development of specialized machines . . . It embraces a thorough knowledge of the type of literature that the modern age demands . . . and it makes possible improved quality at greater speed and lower costs.

This is the meaning of Conkey Craftsmanship . . . The Everyman's Automobile Repair Manual is a splendid example. It was produced in its entirety in the Conkey plant. You, too, may reap the benefits of over a half century's book-making skill, if you will but use the service so willingly offered you by Conkey.

Why not talk to a Conkey salesman . . . why not let him give you the true picture of the mass production of books. Our facilities include every modern development for quick, economical production . . . from the plates and type to the finished book. Request an interview with a Conkey man to discuss your next printing project. It will be profitable and highly satisfactory to you.

Ask for your copy of our new booklet, "Craftsmanship in The Mass Production of Hard Bound Books and Catalogs" . . . Sent without obligation.

The Mark of Good
Printing Since 1877



W • B • CONKEY CO.

Printers, Binders and Book Manufacturers

HAMMOND, INDIANA

SALES OFFICES IN CHICAGO & NEW YORK

pense is an unbalanced, freakish, unhappy looking book.

If there were a motor car, designed so haphazardly, manufactured so wastefully, consisting of so many disagreeing parts, the public would never buy it. Design is nothing if it is not harmony, and as the book is a unit, it has to be harmonious from one end to the other. There is only one task: to present the spirit of a book in its format. It is the same consideration which so often makes a publisher change the title of a forthcoming work: proper presentation. And, just as the finally selected title appears the same on wrapper, case, title-page, half-title and running head, the optical impression of the reader, whose eye travels this long way, should be that at the end of the road he is still within the same book.

There are two ways of planning a volume: from the inside out and from the outside in. It may sound too meticulous, but no book wrapper can be well planned unless the type page is kept in mind, and no type page designed without consideration of the jacket. One idea is all that is needed. Colorfully presented on the wrapper, graphically interpreted in the case, unobtrusively carrying the attention over the gap of the lining towards the title-page where it is repeated softly in black and white, varied on the half-title and still lingering on in the opening page in head piece and initial, it leads smoothly like an overture into the book itself and concentrates the interest instead of diverting it.

There is nothing new in any respect in these suggestions, and to go into detail means only to repeat commonplaces all quite correct as such commonplaces usually are. We all know that the weight and the color of the illustrations should match the weight and color of the type face; that one body and one display type are fully enough for one book; that it might be arranged to have the artist who draws the wrapper first read the manuscript; that frontispieces on coated paper should be avoided; that colored inserts destroy the unity; that one or two colors are enough for the case, stamping, top, lining, and title-page; that no hand lettering is better than bad hand lettering; that jumping from

italics to caps, and back again, in one title line is irritating; that no single part should be emphasized at the cost of the whole; that ornaments and doodads and gewgaws belong in the mauve decade—we all know that and are willing to disregard it once in a while if an interesting task warrants it. One thing let us humbly remember however: book design is required only to shape a book. Not to constitute it.

Employment in Book Printing Industry is High

THE New York State survey of employment in the manufacturing industries shows book and job printing to be one of the healthiest divisions. Taking the monthly average of 1926 as 100, employment was at 102.8 in February as against 102.9 in February, 1929. On the same basis, the payroll total for February of this year was 107.2 as against 105.3 for the same month of last year. Thus, while the number of workers employed in book production is practically the same, wages are up two points or almost two percent.

There were sixty-six divisions of industry reported with only thirteen above the 1926 figure, and of the thirteen the book industry ranks fifth on the comparative scale.

Broadcasting Series

THE subject of how books are made is the feature of a broadcasting series every Friday afternoon over WHN. Frederick M. Leonard, president of the Graphic Arts Board of Trade, has been the lecturer, and he is talking on succeeding Fridays on paper, typesetting, engraving, electrotyping, printing and binding.

An interesting feature of the May number of the *American Printer* was an eight page insert reproducing in facsimile title-pages and text pages of the book work of Robert S. Josephy. Mr. Josephy has specialized in trade books, which makes the results more suggestive to publishers who must meet trade conditions. He has done a great deal of work experimenting in the use of available ornaments, getting color and variety with standard decorative material.

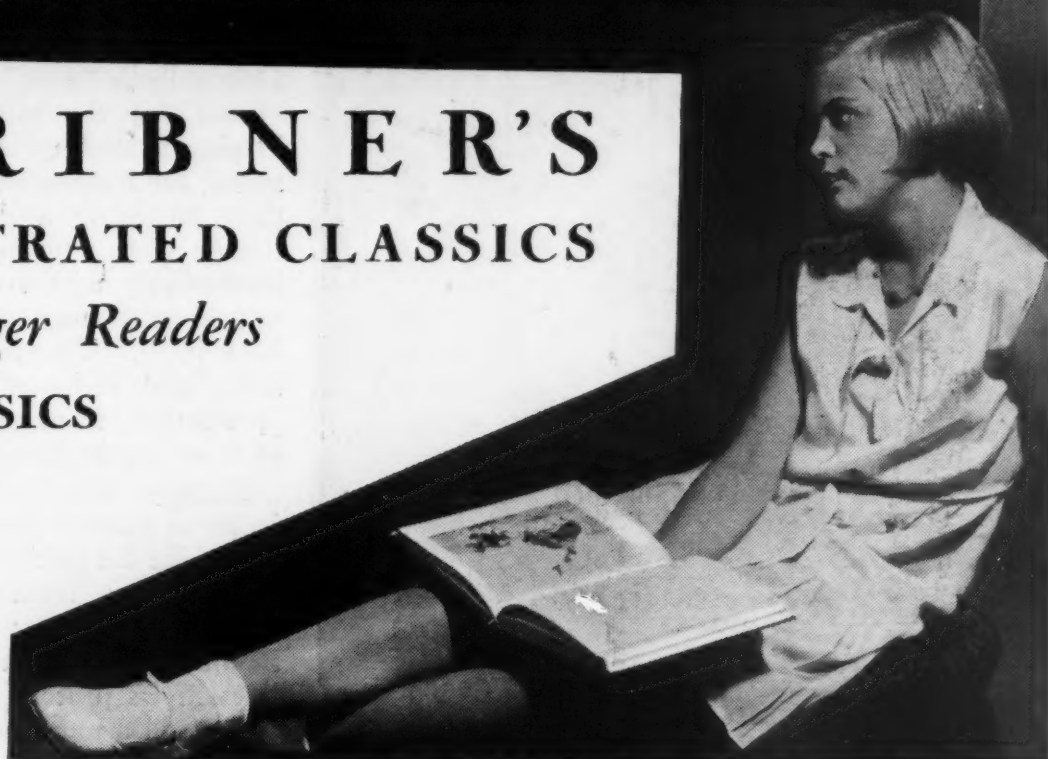


SCRIBNER'S ILLUSTRATED CLASSICS

for Younger Readers

are CLASSICS

*of book-
making!*



THEIR BINDINGS—IN INTERLAKEN BLACK CLOTH—
REFLECT THE PRESTIGE OF THEIR FAMOUS ILLUSTRATORS

In bookstores and libraries, the famous Scribner Illustrated Classics are always a center of attraction for young people! Chosen from the world's lasting literature, they are illustrated by artists of international renown—among them N.C. Wyeth, Arthur Rackham, Maxfield Parrish, Jessie Willcox Smith. The superb work of these great

artists naturally called for a binding material of surpassing beauty; and just as naturally, Charles Scribner's Sons chose an Interlaken black vellum-finished cloth.

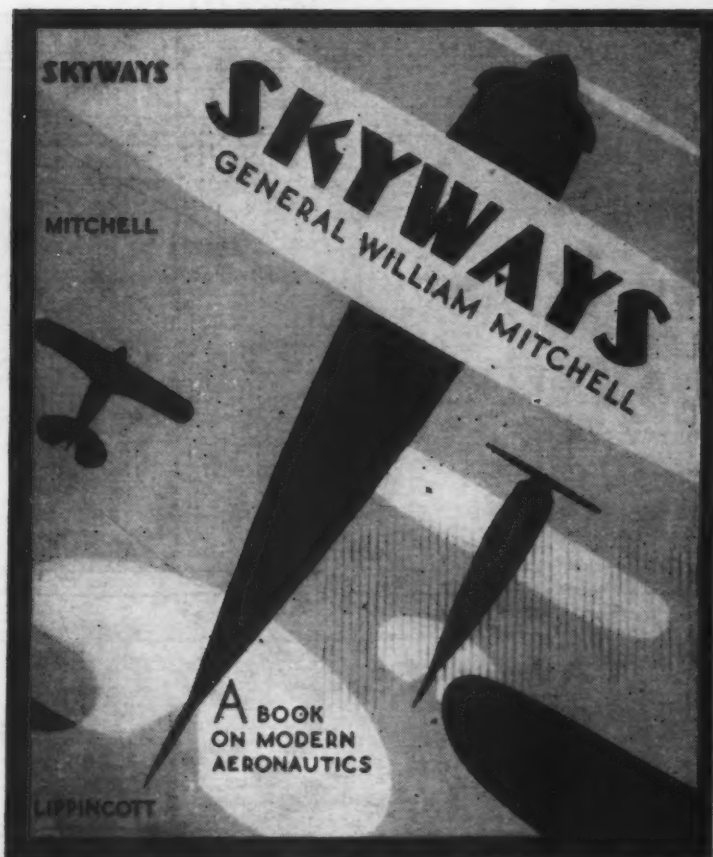
There are now over thirty books in the series, with additions being made each year. The latest, like all its predecessors, is garbed in Interlaken.

"Excellent make-up, good binding, large type, wide margins."—*American Library Association Booklist.*

INTERLAKEN BOOK CLOTHS

Made by INTERLAKEN MILLS, Providence, R. I.—Sales Office, 18 Thomas St., N. Y.

Poster Art and Jacket Design



A book jacket is a small edition of a poster. The bold yet simple contrasts in this excellent jacket are in black, yellow and white

"THE Art of the Poster," writes the West Virginia Pulp and Paper Company in one of its brochures, "is to select the essentials and place them squarely before the eyes in a bold way. It concentrates the attention on the one single theme, so that its message may be absorbed in even a single glance." This definition is a simple expression of a recognized idea and springs from a thorough realization of the problem in hand. A poster is, obviously, a combination of illustration and legend which must be seen from a distance and from varying heights. Hence the poster technique of heavy masses, strong contrasts and striking colors, of great simplicity. Hence, also, the Art of the Poster, at its best in the European post-war advertising.

Unfortunately, the designing of book jackets can hardly be called an art. It

has been consistently a matter of hit and miss technique, of varied attempts to accomplish an end, mainly decorative. Possibly this has been due to the somewhat inauspicious origin of the jacket. Originally a "dust" wrapper, invented for the sole purpose of keeping a binding from becoming soiled, the impression is that it has gone on being a dust wrapper, though a dust wrapper decorated ineffectively with scenes intended to represent some situation in the book itself. The result has been stalls and stalls of books being "protected" from the grimy fists of browsing bookbuyers.

Rightly conceived, the book jacket is a small edition of a poster. Like the poster it should first catch the eye from a distance of several yards. For this reason it should be constructed along the lines of its prototype, though, of course, on a more limited scale.

Theyre Lee-Elliott, writing in Jonathan Cape's periodical *Now and Then* has given perhaps the most concise and best organized

statement of the correct approach to book jacket designing to be found anywhere:

"With regard to the technique of contemporary book-jacket design I consider that too much energy is being expended merely upon producing a certain cleverness or ingenuity of treatment, and too little attention being paid to the more fundamental purpose of welding the design into an immediately striking message *from the distance at which the book-jacket is first observed*; or, more precisely, in making it in fact observable at such a distance. . . . One has only to remember how Horace Taylor's design for 'Swan Song' stood out from the bookstalls of its time, to realize the possibilities of the book-jacket when handled by an artist working upon the right lines of visual attack."

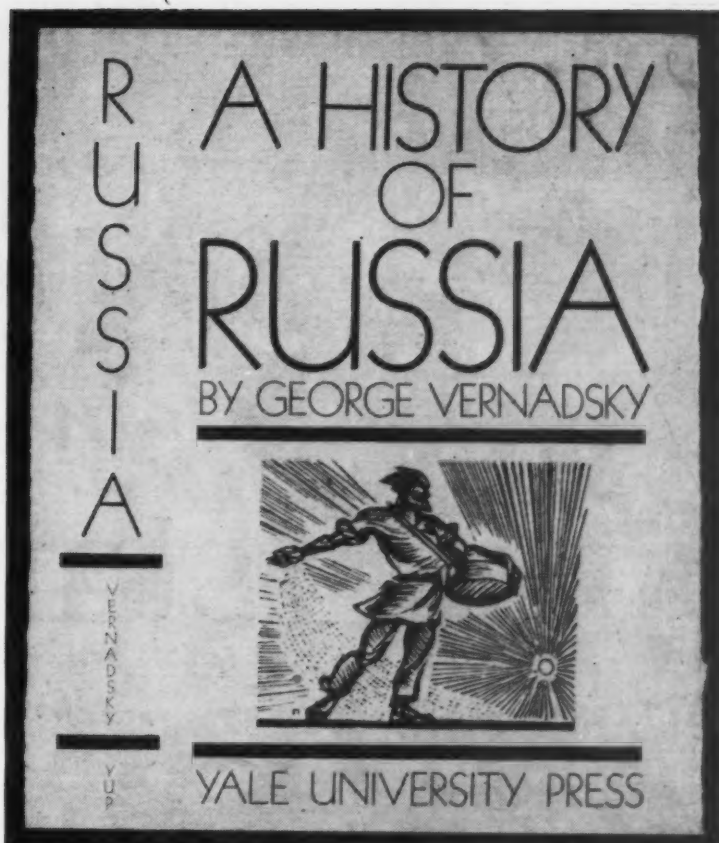
It is interesting to note that two of the best selling recent jackets on the American

market were "Rogue Herries" and "Young Man of Manhattan," and that these two jackets were created quite obviously from the poster point of view. Each had as a striking focal point a greatly enlarged figure of a man, dominating the general design, stating the central theme, boldly and with precision. These two jackets are exact equals in conception to that of the English "Swan Song" mentioned by Mr. Lee-Elliott.

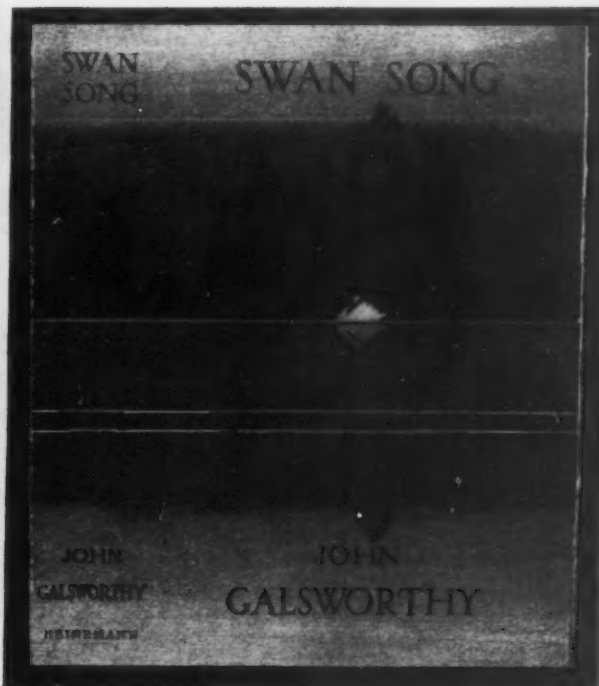
Though Poster Art, in itself, has no particular connection with so-called modernism, the structural idea behind each is the same. For this reason, the best of the "modern" or "geometric" jackets which have appeared within the last year were successful pieces of design. Simple, economical, employing forceful masses in contrast, they stood out easily distinguishable from their fellows on crowded display tables. One needs mention only a few, such as "By-stander," "Fifth Avenue," "Form and Reform," and "Modern French Decoration."

The growing popularity of the modern jacket points to a welcome prophecy,—that

the realistic jacket—the idea of taking an incident out of the book and illustrating it



Precision and economy characterize this jacket. The book itself is being reissued in a revised edition this fall, by Yale University Press



The poster effect of each of these jackets is at once apparent. "Swan Song" has lost its vivid quality in reproduction, for its colors, yellow, orange and black emphasize the structural planes. "The Runaway Countess" is done in black, white, blue and red

For
ECONOMY
 in
 gold stamping
 &
 specify
ALCHEMIC
GOLD

—because **ALCHEMIC GOLD** is unusually brilliant, because it *lasts*, and because the cost of stamping in **ALCHEMIC GOLD** is but little more than that of stamping in ink. *Your binder can do it! Ask him about it!*



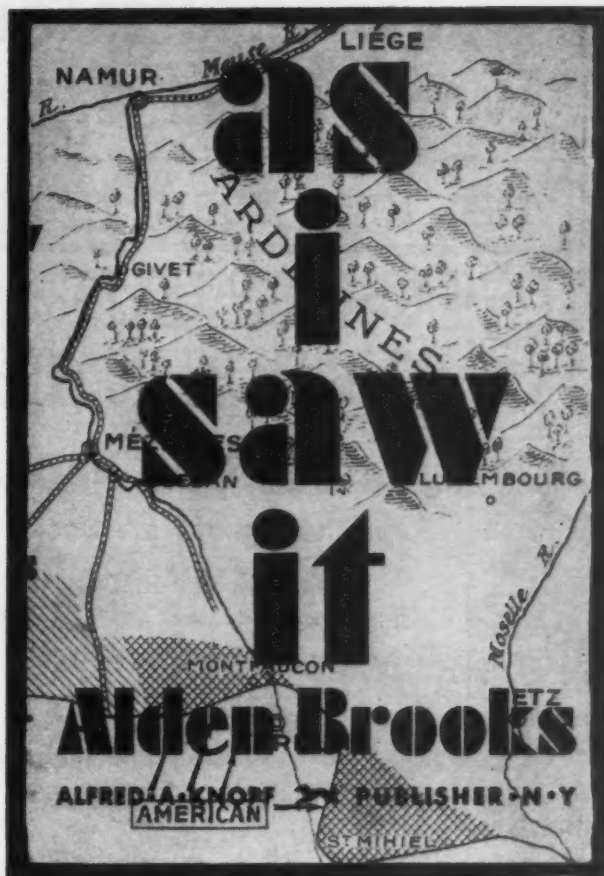
ALCHEMIC GOLD Co., INC.

75 Varick Street, New York

Sole Agents: Louis Dejonge & Co. New York Philadelphia Chicago



A jacket by Theyre Lee-Elliott. On the right—a jacket distinctive by virtue of lettering arrangement



on the jacket—is fading gradually away. A symposium of opinions of better known designers and manufacturers, on the purpose of the book jacket, given here in brief, indicates the same thing.

ROCKWELL KENT

"A book cover should be arresting, alluring, compelling. It must attract from away and persuade close to."

ROBERT FOSTER

"A book jacket is to me a miniature poster and like the American poster is suffering from improper feeding, having been too long on a milk diet of liberalism and realistic illustration. Like the poster it should be virile and individual. The dramatic side of the jacket, which I think is very essential, has been somewhat developed by the crime detection books, but the general run of jackets sink into mediocrity with their livid colors, bastard lettering, often careless printing and with no design nor poster simplicity."

GEOFFREY BLES, LONDON

"It seems to me that the public is getting tired of elaborate pictorial jackets. There are so many of them that it is difficult to find one that is different. Now-

adays we much prefer a 'poster' jacket."

ARTHUR RUSHMORE

"The jacket is a poster, after all."

DONALD S. FRIEDE

"I believe that the most simple jacket is the most startling one, and I believe that a good type jacket with a good choice of color, is much more effective than the average picture jacket."

K. E. HUGHES OF ERNEST BENN, LTD.

"A book jacket should, in my opinion, be primarily a poster. It is no longer necessary to rely on a pictorial jacket for an estimate of the contents of the book. This can be better gained by reading the blurb on the front flap. The thing, therefore, to aim at is to attract attention."

The full possibilities of the book jacket as a design will only be fully realized when artists themselves are made to realize its close affinity to the poster, to develop technique from this point of view, and to relinquish the idea that a jacket is merely a neat, well-groomed creation, pleasant though not forceful, talkative though not presuming, complete if it accurately symbolizes the book for which it is designed.

FACSIMILES OF RARE BOOKS WIN PRAISE OF PRESIDENT HOOVER

THE NEW YORK TIMES, FRIDAY, JULY 11, 1930.

FACSIMILE TEXTS LAUDED BY HOOVER

President Sends Letter Hailing
Reproduction of Rare Books
by Photography.

HARVARD TO USE WORK

Economic Treatise Published in
1621 Accepted by University
as a Textbook.

The work of the Facsimile Text Society, an organization of American and European scholars enlisted in the movement to reproduce by photography some of the world's rare volumes now in private libraries and collections, has elicited warm praise from President Hoover.

In a letter to Dr. Frank A. Patterson, Professor of English in Columbia University and founder of the society, made public yesterday, the President expressed his especial interest in the move to perpetuate the beginnings of the cultural life of America.

Hoover Lauds Facsimiles.

"I thank you most cordially for the volumes of facsimiles of early American books which you have so kindly sent me," the letter says. "They are intensely interesting memorials of the beginnings of the cultural life of America. They carry one back to those beginnings with a sense of reality and personal contact as no mere reproduction could possibly do. Any one who is conscious of the great tree of knowledge and of literary achievements that have sprung from these precious beginnings cannot fail to be thrilled as he ponders their priceless value to our nation."

"I congratulate you warmly upon the idea of this series and upon the beauty of the books themselves. You are giving to thousands of us who cannot own or perhaps even see the originals an opportunity to share in the finest pleasures of the human mind and spirit. I indeed value the copies you have sent me and the more that you have inscribed them personally."

Among the books which the society sent to President Hoover were a volume of poems by "A Gentleman of Virginia," the only copy of which is in the Boston Athenaeum Library, and a defense of the activities of the Hudson Bay Company, by Thomas Mun, an economist of the time of Queen Elizabeth. This is "A Discourse of Trade from England unto the East-Indies," printed in 1621, and is considered such a sound work from the standpoint of modern economics that Harvard University plans to use it as a textbook.

Something more is needed in a printer or lithographer than mere machinery or a knowledge of the printing crafts.

It is the confidence in a particular firm which can only be bred from years of fine workmanship and fair dealing.

Without such a background the National Process Company would never have been selected to produce so important a series of books as those which have elicited the praise of President Hoover.

Our Photo-Offset Process should be used for any rare or modern book which is out of print. We will be glad to have you write or telephone us for additional information.

THE NATIONAL PROCESS COMPANY, INC.
75 VARICK STREET
NEW YORK CITY

A College Course in Printing

Otto H. Fuhrman

Director of the Division of Graphic Arts, New York University

New York University Opens Its Fall Courses in Graphic Arts on September 23rd. A Brief Résumé of These Courses Appears in This Department on Page 455

THERE is probably no other industry in which it is possible for the customer or consumer to exert as much direct influence upon the production as in printing. With a fragmentary knowledge of printing, or no knowledge at all, on the part of the customer decisions as to plan, style, physical dress or technical production of a piece of printing are imposed upon the printer, by virtue of arbitrary ruling of a buyer in a highly competitive market. Even the printer who, himself or through his staff, is perfectly competent to handle all details in the interest of his client with due regard to economy, finds himself quite frequently handicapped by demands that, to him, must seem unreasonable. The ease with which a smattering knowledge of printing is obtained and the fact that so many people dabble in printing, account for a situation that tends to reduce the printer to the state of a mere mechanic.

Within the industry attempts have been, and are, being made to raise the level of knowledge among printers and their employees. Matters of financing, marketing, administration and management are receiving the attention they deserve, due to consistent educational efforts of trade organizations. Placing a business upon a sound basis cannot help but increase the self respect of the owner and stiffen his backbone in the contacts with unreasonable customers. Employees, too, have now, especially in the larger cities, educational facilities for professional advancement that were non-existent a few years ago. Apprentice training is being put on a systematic and scientific basis, and the good results of cooperation between employing printers, trade unions and boards of education are already in evidence. It is only a question of time when advanced technical courses for the

skilled mechanics in the industry will be established; the grown-up men need to keep abreast of the mechanical progress throughout the industry.

For the non-technical staff of a printing office special courses are being given, speaking especially of New York City, by organizations in the printing and advertising business, with the idea of widening the knowledge of men and women whose direct work must necessarily be specialized. For from these so-called "production men" will come the future executives who must have a fair knowledge of all the branches of the business, the managerial, the selling and the technical side, and that includes the adjacent fields, too.

So there is an important group of people, numerically large in such a city as Greater New York, that is in need of advanced training. Another group, vastly larger, consists of all those who, either directly or indirectly, handle printing in any form: the buyers of printing in manufacturing or commercial establishments, the publishers of books and magazines and newspapers, and the advertising agencies. The immense amount of brain activity in planning, writing and illustrating must ultimately find a visual expression in the printed product. It is obvious, therefore, that close relations exist, and should exist, between the army of brain workers and the throngs of skilled mechanics.

It is reasonable to assume that people engaged in such a diversified and complicated industry as printing in the larger sense really is, as well as those who use printed products for their own purposes, would benefit from some sort of methodical training; there would be, as a result, less friction between buyer and manufacturer, less wasted motion all around, and a closer

Now -

CHROMIUM PLATING for BOOK PLATES

A NEW scientific method in the manufacture of book plates that prolongs their life indefinitely. No signs of wear even after a million impressions.

CHROMIUM PLATING is now in active production in our electrotyping department, immediately adjoining our composing room. The process not only hardens the printing surface beyond anything heretofore discovered; it also has the effect of hardening the metal base of the plate as well.

We will, of course, continue to supply steel and nickel face electrotypes, as well as lead moulds, in keeping with our policy to meet every requirement in the book manufacturing field. CHROMIUM PLATING is simply the newest development in the really complete service we render book publishers—in the one plant. Ask us about its genuine economy if you are contemplating an unusually large edition, or many re-runs.

BRAUNWORTH & COMPANY, INC.
60 BROADWAY
BROOKLYN, N. Y.

Book Manufacturing in all its Branches

At the Brooklyn end of the Williamsburg Bridge

adherence to decent standards of appropriateness, style and performance, in keeping with the general level of progress.

New York University is trying to fill an immediate need existing in this "Printing Centre of the World," through its Division of Graphic Arts in the College of Fine Arts, by offering a comprehensive series of courses of college level, so arranged that those desirous of an academic degree can obtain the degree of Bachelor of Arts, after four years, while others can concentrate on a three-year certificate course, or take any single course that may be of benefit to them. Purposely all classes in the Graphic Arts Division are planned for evening hours so as to make them accessible to persons engaged in business. While the degree students must meet the regular college entrance requirements, a high school certificate is sufficient for the other students; and in order to further facilitate attendance of persons employed due consideration is given in individual cases, to business experience where the high school diploma is lacking.

In other words, the courses are open to all ambitious and serious-minded students. And furthermore, in consideration of what is needed in the industry, the subject matter is carefully arranged so as to balance theoretical and practical knowledge.

It is not the aim of this Division of the

College of Fine Arts to duplicate the work of that other higher institution of learning, Carnegie Institute of Technology, Pittsburgh, whose justly famous Department of Printing fits young men to be printing engineers. The aim of New York University's Graphic Art Division is rather the development and cultivation of taste and understanding of those things, tangible and intangible, that distinguish good printing from the mediocre kind. Therefore art as applied to printing, historical and cultural background, and typography are accorded much space in order to give practical workers an insight into the *art* of printing; at the same time practical courses are offered to provide technical knowledge to those not trained in the shops.

The benefit to the student, in taking these courses, lies in the fact that broader knowledge in adjacent fields will tend to more intelligent work in his particular specialized line and, most of all, will facilitate his advance to higher executive positions where a wider range is essential.

Bulletin No. 21, just published by New York University, contains complete information about the Graphic Arts courses. Requests for copies will be filled gladly by the Registrar, New York University, Washington Square East, New York City.

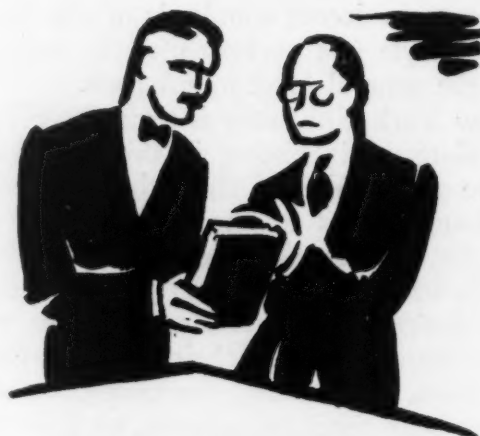
Old Papermaking

DARD HUNTER'S book on "Papermaking Through Eighteen Centuries" which has just been published by *William Edwin Rudge* has chiefly to do with the paper found in early books. It does not belong on the shelf of the book manufacturer especially, but belongs with every collection of books on the history of bookmaking. Mr. Hunter has made himself the outstanding author on the subject. As collectors will remember, his first book entitled "Old Papermaking," a book for which he designed the type and cut the matrices and did the printing was issued in a limited edition of 200 copies in 1923, and is a book that is now a scarce collector's item. In 1925 he issued a bibliography of papermaking

and in 1927 a volume on primitive papermaking; all of these were printed at his private press in Chillicothe, Ohio. In the new volume he extends the discussion of early paper methods, devoting himself chiefly to the actual handling of the material so that those who study old books can tell better just what methods were used for the production of the paper, can learn what were the old water marks and what was the chronological development of the papermaker's technique. The volume is one of 350 pages, lavishly illustrated with reproductions of old cuts showing papermaking machinery and photographs of early paper showing the watermarks, wire marks of deckle etc. This is a reference book of first importance and one that will

at the same time be enjoyable reading for any lover of old books.

Referring to the literature of printing, Mr. Hunter says in his preface: "Practically all of the books and pamphlets used in my bibliography were devoted to the writing substances of the ancients, the history of papermaking materials, and the genealogy of papermaking families; a bare half dozen mention anything relating to the actual manufacture of paper in olden times; this craft has received scant attention. It is to supply this lack that the present book is issued. It aims to give the bibliophile an insight into the methods used by the old makers of paper, especially after the introduction of printing from movable types, and to interest the etcher, the engraver, and the printer, as well as those engaged in the paper and watermarking trades. With all of its omissions and shortcomings, it is the most comprehensive work that has yet been issued on this particular phase of papermaking." It might be said also that this book has been printed on 100% rag paper.

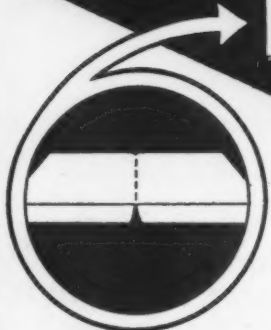


*Now that's the kind
of jacket we want!
O.K.—we'll call
Politzer—he did it*

**BRYANT 4260
132 West 43rd St. New York**

"jackets for over 40 publishers"

STRENGTH FLEXIBILITY



FOLD-SEWING

A flexible type of sewing. Maximum flexibility at the complete sacrifice of strength. Pages soon tear in the fold and fall out.



OVERSEWING

The Balanced Sewing

which combines strength with flexibility. Oversewing is strong enough to outlast the paper in the book. Oversewing is flexible enough to allow free opening without tearing the pages. Demand this permanent sewing in your Text Books.



STITCHING

Crudely strong. Maximum strength at the complete sacrifice of flexibility. This tight sewing causes pages to tear in opening the volume.

Omco

**OVERSEWING
MACHINE CO.**

**Boston
Los Angeles**

Printing Courses

NEW YORK UNIVERSITY, division of Graphic Arts, announces its Degree and Certificate Courses in the Design of Printing, for September 23, 1930. Both degree and certificate courses are given in cooperation with the American Institute of Graphic Arts, and are endorsed by the United Typothetae of America.

Otto W. Fuhrman, director, gives two of the listed courses; one, in conjunction with Frederick O. Holtham, is on Printing Methods and Reproductive processes (including bookbinding). The other deals with Problems in Layout and comes during the second term. John Clyde Oswald gives a course on the History of the Graphic Arts. Advanced Typography is expounded by John S. Fass, who also, with Karel L. Wolke, Jr., is in charge of the course on Typesetting. Robert R. Macguire has Elementary Printing Design; Fritz Peters, Color in Printing, and Paul A. Bennett, Traditional Influences in Printing Design; Period Typography. The courses are to be given at the Washington Square Center, with the exception of those dealing with background, which will be held at the New York Public Library at 42nd Street, using the library's resources to exhibit specimens in class.

We furnish paper for LIMITED
and GOOD TRADE EDITIONS. Call

Mr. Alliger — WORTH 1422 —

Whitehead & Alliger Co., Inc.,

11 Thomas St., New York City

BOOK BINDING

Edition Binding, Leather, Cloth, also Catalog.

Efficient Workmanship.

Prompt Service.

CORRESPONDENCE SOLICITED

MURPHY-PARKER COMPANY, 701-709 Arch Street, Philadelphia, Pa.

Complete Book Manufacturing

CORNWALL PRESS

and

McNamee Bookbinding Company

THESE plants offer large facilities of the most modern equipment for the complete manufacture of books of all descriptions under one responsibility with out-of-town costs and service equal to New York City.

Composition, electrotyping and press work at Cornwall, New York. Sheets delivered by motor truck daily to McNamee Bookbinding Co., 426 West Broadway, New York City, assuring prompt delivery in New York City.

WE SOLICIT YOUR INQUIRIES

Telephone Walker 8120

THE PLIMPTON PRESS

NORWOOD, MASS.

Complete Edition Work

VAN REES PRESS

**COMPLETE
BOOK
MANUFACTURERS
NEW YORK**

The Weekly Book Exchange

How to use "Books Wanted" and "For Sale"

TERMS: Under "Books Wanted" (a service for booktrade only) 15c. a line to subscribers. no charge for address; to non-subscribers, 20c. a line, charge for address.

Under "Books for Sale" (not restricted) 15c. a line to subscribers, 20 c. to non-subscribers. All other classifications 20c. a line. Bills rendered monthly.

Write plainly on one side of paper. The Weekly is not responsible for typographical errors. Illegible "wants" ignored. Each title must begin on a

separate line except grouped titles by one author. Objectionable books excluded when noted. If books wanted were originally published in a foreign language, state whether original or translation is desired.

In answering, state edition, condition and price including transportation.

Give your name and address.

Credit responsibility of advertisers is not guaranteed but space in the columns will be denied to dealers who misuse it.

BOOKS WANTED

PLEASE BEAR IN MIND

(1) In quoting price on "Books Wanted," it is advisable to ask for cash with order if the credit standing of the advertiser is unknown.

(2) In buying "Books Wanted," the seller is entitled to payment on receipt of goods, if not in advance. Deferred payments bring complaints to this office that can be avoided by observing these suggestions.

The Publishers' Weekly.

WILLIAM ABBATT, TARRYTOWN, N. Y.
Decisive Battles Since Waterloo. Knox.

ALCOVE BK. SHOP, 936 B'WAY, SAN DIEGO, CAL.
Armitage. Red Rose and White.
Chase, Malvern. Battle of Tewkesbury.
Erlington. In the Days of King Hal.
Forster. In Steel and Leather.
James, G. P. R. The Woodman.
Reeve. The Old English Baron.
Shelley, Mary. Perkin Warbeck.
Yonge. Grisly Grizzel.
Bacon, Francis. Promus. Ed. by C. M. Pott.

ARGOSY BK. STORES, 45 FOURTH AVE., N. Y.
Highly Colored. O. R. Cohen.
Diamond Mines of So. Africa. G. Williams.
Bellamy. Parable of the Water Tank.
E. L. Cary. Putnam ed. dark blue buckram. Emerson, Browning, Wm. Morris.

ARGUS BK. SHOP, 333 S. DEARBORN, CHICAGO
Genius of Industry.
Werfel, Franz. Goat Song. A play.
Chambers, Haddon. Tyranny of Tears. A play.
Harvard Classics. Vol. 31 only. Red cloth.

L. S. AYRES & CO., BK. DEPT., INDIANAPOLIS, IND.
Undine. With Rackham illustrations.

J. BAER & CO., HOCHSTR. 6, FRANKFURT a.M., GER.
Wilson, Cl. T. Dry or Die. 1912.
The Periscope. Vols. 1, 4, 5. 1925, 1928, 1929.
Yearbook of Unit. Stat. Brewer's Associat. 1912, 1919.
Warner. Social Welfare and Liquor Problem. 1913.

J. BAER & Co.—Continued

Benson. Propaganda Against Prohibition. 1926.
Tarchow. Plattdeutsche Geschichlen. Chicago. 1912.

BARR BK. SHOP, 22 W. ORANGE, LANCASTER, PA.
Parker. Laments for the Living. 1st ed.
Wister. Roosevelt. Macmillan. Suppressed ed.

N. J. BARTLETT & Co., 37 CORNHILL, BOSTON
Kate Greenaway Almanac. 1897.
Man Without a Country. 1st ed.
Moby Dick. 1st ed. Blue cloth.
Morand. Europe at Love.
Tom Sawyer. 1st issue.
Two Years Before Mast. 1st ed.
Any condition.

BEACON BOOK SHOP, 43 E. 45TH ST., N. Y.
Bassett. Accounting as an Aid to Business Profits.
Richardson. Pointed Roofs.

BEAUMONT'S BK. SHOP, 1108 CHESTNUT ST., ST. LOUIS, MO.
Nat. Geographic Magazines. Mar., 1919; also all others prior to 1914.
Quote the lowest price. Requests for "offers" will be ignored.

W. A. BENJAMIN, 416 BRADBURY BLDG., LOS ANGELES, CAL.
Donn Byrne. Brother Saul; Stories Without Women. 1sts.

BENNINGTON, VT., B'KSHOP, 452 MAIN ST.
Encyclopedia Britannica. Used set.
Van Doren, Dorothy. Strangers.
Life of Eldon Leland. Cheshire, Mass.

C. P. BENSINGER CABLE CODE BOOK CO., 17 WHITEHALL ST., NEW YORK
Western Union, Lieber 5-letter Codes.
Schofield General Telegraphy A. B. C. 6th.
Peterson Banking; Boe, Bunting Code.
Any American-Foreign Language Code.

BIBLOWITZ & TANNEN, 229 E. 14TH ST., N. Y.
Poniard's Hilt. Eugene Sue. Trans. by Daniel De Leon.

BOOK ART SHOP, 160 E. MARKET ST., YORK, PA.
History of England. Bill Nye. Any ed.

BOOK DEN, 464 8TH ST., OAKLAND, CAL.
Imelli, Al. Book of Alphabets and Layouts, etc.
Easson. California Poultry Production.

Books Wanted—Continued

BOOKSHOP, 806 MAIN, BATON ROUGE, LA.
 Aull. Hist. Edgefield Co., S. C.
 Rose Croix. Author not known.
 Southwestern Reporter. Complete set.
 Livermore, S. Treatise on Questions, etc. New Orleans. 1828.
 Chopin. Bayou Folk.
 Winsor. Westward Movement.
 Austin. History American Jurisprudence.
 Burr, Trial of. Anything about.
 DeBow's Review. Any nos. or vols.
 Southern Quarterly Review. Any.
 Southern Literary Messenger. Any.
 American State Papers. Land Claims.
 Laws of La. Siete Partidas. 2 vols.
 Immediate cash purchase of items that we can use.

BRENTANO'S, 1322 F ST. N.W., WASH., D. C.
 Works of Anne Bradstreet. Pub. in 1867.
 Von Scheer. Germany's High Sea Fleet.
 Fawcett & Hooper. Fighting at Jutland.
 John Esten Cooke. Works. Set.

BRICK ROW BK. SHOP, 231 ELM, NEW HAVEN, CT.
 Burnett, Frances H. 1st eds.
 London, Jack. 1st eds.
 Miller, Joaquin. 1st English and American eds.
 Arnold, Matthew. Poems. 3 vols. 1881.
 Wilkins, Mary. A New England Nun.
 Hughes, R. Innocent Voyage. 1st ed.
 Waugh. Vile Bodies; Decline and Fall. 1st eds.
 Tennyson. Fairies and Other Stories. Illus. 12mo. Boston. 1889.

BRICK ROW BK. SHOP, 30 BROAD ST., NEW YORK
 Bonner. Name the Flower.
 Connelly. Green Pastures. 1st ed.
 England. Darkness and Dawn. 1st ed.
 James, C. Cyclical Fluctuations in Shipping and Ship Building Industry.
 Nathan. Another Book on the Theater. 1st.
 Post. Mystery of Blue Villa.
 Sheldon. Wilderness of the Northern Pacific Islands.
 Smith. How to Be Useful and Happy from Sixty to Ninety.
 Pyle. Men of Iron.
 La Farge. Laughing Boy. 1st ed.
 Wilder. Bridge of San Luis Rey. 1st ed.

BRICK ROW BK. SHOP, 42 E. 50TH ST., N. Y.
 Makkari (Ahrad iln Muhannad al). History of the Mohammedan Dynasties in Spain
 Trans. Pascual de Gayangos.

M. H. BRIGGS, 506 S. WABASH, CHICAGO
 Best prices in quick cash for following:
 Western History: Any book, pamphlet, map, view, manuscript, early magazine or newspaper files dealing with the pioneer history of any state west of Pennsylvania.
 Overland Journeys to the West.
 Narratives of Explorers and Pioneers.
 Tales of Indian Fighting and Captivities.
 Pony Express, Overland Stage and Mail.
 Western Goldfields and Mining Life.
 Cattle Trade, Ranch and Cowboy Life.
 Santa Fe Country, Trade and Traders.
 Fur Trade and Traders. Mormons.
 Rangers, Outlaws, Vigilance Committees.
 Railroads, especially to Pacific.
 Chicago. Directories, street maps, views, guides, almanacs, etc., before 1871.
 Abraham Lincoln. Autograph material, photogs., colored portraits, cartoons, songs, songsters.
 Unusual books, pamphlets, broadsides en-

M. H. BRIGGS—Continued
 tirely by or about Lincoln. Any date or language.
 It will pay you well to quote on anything above.

PHILIP BROOKS, 225 BROADWAY, NEW YORK
 Shaw. Cashel Byron. N. Y. Harp., 1886. Orig. wrappers.
 Trollope. First American eds.
 Wister. Roosevelt. First printing.
 World's Work. April, 1927.

FOSTER BROWN CO., 1230 ST. CATHERINE, W., MONTREAL, CAN.

John Masefield. Rosas. Ltd. signed ed. Also quote on all Masefield 1sts, American and English in trade and ltd. signed eds.
 D. H. Lawrence. Quotations wanted on 1sts, American and English in trade and ltd. signed eds.

Please send 1st ed. catalogues.

A. BRUDERHAUSEN, 47 W. 47TH ST., N. Y.
 Lyeskow (Leskov). Steel Flea. Merrymount Press. 1916.
 Das Bhagavan. Science of Peace.

BUFFALO, N. Y., BK. EXCH., 137 SENECA ST.
 Dyson. Marine Engineering.
 Old Mail Order Catalogues.

BULLOCK'S, BK. DEPT., LOS ANGELES, CAL.
 The Sickle. Pub. in England. 1st ed.
 Imre. Xavier Mayne.

BURTON'S, 1243 ST. CATHERINE, W., MONTREAL
 View of the Evidences of Christianity. William Paley.

Conversion of St. Paul. George Lyttleton.
 Resurrection. West.
 Evidences of Christianity. Mark Hopkins.
 Through England with Tennyson. Oliver Huckel.

CARLISLE'S BK. SHOP, 20 PARK PL., NEW YORK
 History of United States. Henry Adams. 10 vols.

CASS-DETROIT B'KSHOPS, 1737 CASS, DETROIT
 Biographies of P. T. Barnum.

CENTAUR BK. SHOP, 1224 CHANCELLOR, PHILA.
 James Branch Cabell. Jurgen. 1st issue.
 Edith Wharton. Ethan Frome. 1st ed.
 Rider Haggard. She. Harper's Franklin Square Library No. 558. 1886.
 Lippincott's Magazine. January, 1891.

CENTRAL BK. CO., 93 NASSAU ST., NEW YORK
 Constitut'l Convention Debates, Jrnl.; Bar Asso. Repts.; Law Jrnl.; early Laws of all States.

G. M. CHANDLER, 75 E. VAN BUREN ST., CHICAGO
 Anbury. Travels in Amer. 2 vols. H. M. & Co.
 Crosby. Hist. C. R. I. & P. Ry. Chicago. 1904.
 Gould. Fifty Years on the Miss. 1889.
 Harvard Classics. 50 vols. Red fabrikoid.
 Mackaye. Canterbury Pilgrims.
 Poor. Railroad Manual for 1881.

CHANNEL B'KSHOP, 283 PARK AVE., NEW YORK
 Benet, S. Firsts, except John Brown's Body.
 Baker. Woodrow Wilson. Vol. 1 only.
 Bradford. Ol' Man Adam. 1st ed.
 Connelly, M. Green Pastures. 1st ed.
 Connolly, J. B. Out of Gloucester.
 Davis. I'll Show You the Town; Keys of the City.
 Doyle, Conan. Adventures of the Dancing Men.
 Hartley. Story of Santiago. Med. Towns Ser.

CHANNEL B'KSHOP—Continued

Ostrander. Twenty-six Clues.
 Navigator. Pub. Z. Cramerlany. Ed. except
 Reign of Patti. Cent. Co
 Wilder, T. 1sts.
 White, A. D. Seven Great Statesmen.
 Saintsbury. The Life of Ibsen.

CHAUCER HEAD BK. SHOP, 32 W. 47TH, N. Y.
 O'Neill, Rose. Master and Mistress. Any ed.
 Godey's Magazine. Copies 1830-1840.
 Burton's Magazine. Any copies.
 Graham's Magazine. Any copies.

CHELSEA BOOK SHOP, 58 W. 8TH ST., NEW YORK
 Against War. Updike.
 Altar Book. Boston. 1896.
 Baring. Poems. Cat's Cradle. "C."
 Barrie. Cruises, Mainly in the Chesapeake.
 Bierce. Complete Works.
 Carroll. Sylvie and Bruno Concluded.
 Cornelli, Taciti, Opera Minora.
 Crime, Criminal Trials. Quote any time.
 Dance of Death. Any ed.
 D'Aurevilly. What Never Dies; Bewitched;
 Anatomy of Dandyism.
 Dragon in China and Japan. Amsterdam.
 Ewers. Sorcerer's Apprentice.
 General History of Westfield Inn, N. J.
 Gross, Hans. Anything by.
 In the Shadow of the Cathedral.
 Janvier. Legends of the City of Mexico.
 King. Dog Watches at Sea.
 Life of Leo 10th.
 Literature of Libraries in the 17th and 18th
 Centuries.
 Magic. Anything on.
 Malleus Malificarum.
 Mary Celeste Hoax.
 Metcalfe. Wandering Among Forgotten Isles.
 Nutting. Track of the Typhoon.
 Outline of Science. 4 vols.
 Pirates. Chinese Pirates. Anything. Esp. Mo-
 gul Mackenzie.
 Poe. Tales of Mystery and Imagination. Clarke
 Ills. 1st ed.
 Richmond Reviewer. Complete or separate nos.
 Rubaiyat. Vedder and other illustrated eds.
 Salisbury. The Sea Gypsy.
 Sandburg. Good Morning America. Ltd. and
 reg. 1st.
 Sea Stories. Any old.
 Son of Count of Monte Cristo.
 Thoughts on Art and Life. Updike.

CHICAGO MEDICAL BK. CO., CONGRESS & HONORE,
 CHICAGO
 Scudder. Tumors of the Jaw.
 Hewitt. Administration of Nitrous Oxide for
 Dental Operations.
 Radasch. Histology. Latest ed.

A. H. CLARK CO., GLENDALE, CAL.
 Philos. A Dweller on Two Continents.
 Adams, John. Works. 10 vols. 1856.

R. V. COLEMAN, 597 FIFTH AVE., NEW YORK
 Hall. The Ancient Historical Records of Nor-
 walk, Conn.
 Selleck. Norwalk.

CIVIC CENTER BK. SHOP, 1292 MARKET ST.,
 SAN FRANCISCO, CAL.
 Dyke. Anatomy of the Automobile. 1st ed. Not
 revised.
 Homans. Self-Propelled Vehicles. 1st ed. and
 1st revised ed.
 Horseless Age Magazine. 1895-1915. Runs or
 single issues.

COLUMBIA UNIV. PR. B'KSTORE, 2960 B'WAY, N.Y.
 Cambridge Hist. of Eng. Lit. Vols. 10, 12, 13,
 14.

Weekly Book Exchange

COLUMBIA UNIV. PR. B'KSTORE—Continued

Wyckoff. Studies in Tape Reading.
 Russell. Principles of Mathematics. Cambridge.
 1903.
 Nature Library. Doubleday. 1900. Either 17 or
 18 vols.
 Ars Typographica. Vol. 1, ed. 2 complete. By
 Goudy.
 Lindbergh. We. 1st ed.

I. S. COLWELL, 99 GENESEE, AUBURN, N. Y.
 Young Conjectures Original Composition.
 Thompson's Seasons.
 Ossian. Poems and Prose.
 Hastings. Dict. Apostolic Church. Set or Vol. 1.

CONGRESSIONAL B'KSHOP, 606 9TH, N.W.,
WASHINGTON, D.C.

Giles. Chinese-English Dictionary.
 Chamberlain. Japanese Writing.
 Schlomann. Technical Dictionaries.

R. P. CONWAY, 3852 TERRACE ST., PHILA.
 First Editions of American Authors.

MONTGOMERY COOPER, 243 N. MONTGOMERY,
MEMPHIS, TENN.

Annual Scientific Discovery. 1855, 56, 57, 58.
 Atteridge. Napoleon's Sisters.
 Life of J. P. Kennedy, Secy. of the Navy.
 Wm. Barton Rogers, Any biography of.
 Spencer F. Baird. W. H. Dall.
 Correspondence Bet. Asa Grey and Darwin.
 Biography of Jos. Henry, Smithsonian President.
 Mss. material by or about Elisha K. Kane.
 Maude (Eng. Traveller). Voyage to Albany.
 Alexander. Military Memoirs of a Confederate.
 Several, must be reasonable.

CORNELL CO-OPERATIVE SOC., ITHACA, N. Y.

Coles, A. C. Critical Microscopy.
 Conard & Hus. Water Lilies and How to
 Grow Them.

CURIO BK. SHOP, 721 W. 6TH, LOS ANGELES, CAL.
 Hebrew and Sanskrit Books.
 Dealers' First edition catalogues.

DARTMOUTH B'KSTALL, 265 DARTMOUTH, BOSTON

Wister. Lin McLean; U. S. Grant. Macm.
 Good clean copies.
 Wright, H. C. Kiss for a Blow. '88.
 Hourwich. Air Service Engine Handbook. '25.
 Any ed.
 Taylor, L. Greatest of These. '18.
 Hunker. Romantic Preludes. Any ed.
 Pratt, L. Ezekial. Houghton.
 Holmes, R. J. War Stories. N. Y. '19.

DAUBER & PINE B'KSHOPS, 66 FIFTH AVE., N. Y.

Belloc, Hilaire. Emmanuel Burden.
 Dallas, G. Diaries; Letters.
 Force's Tracts. 4 vols.
 Hasbrouck. Foreign Legionnaires.
 Herrick. Poems. Chapbook No. 4.
 Lownes, B. The Lodger.
 Thomason. Napoleon.
 Mukerji. Songs of Night.
 Bureau of Ethnology Reports. 14, pt. 1; 23rd,
 41st, 43rd to 46th. We pay \$1.00 per vol.
 Bulletins. Quote any at 50c. each.
 Sabatini. Suitors of Yvonne.
 Tolhausen. Dictionaire Technologique.

OWEN DAVIES, 1352 N. CLARK ST., CHICAGO
 Quote any fine copies of American and English
 first editions, especially by Morley, D. H.

Books Wanted—Continued

OWEN DAVIES—Continued

Lawrence, Galsworthy, Stephen Crane, O'Neill, Hemingway, Byrne, Dreiser, E. A. Robinson, Jeffers, Lowell and Tarkington.

DAVIS & BANISTER, SLATER BLDG., WORCESTER, MASS.

Prize Stories of 1929. O. Henry Memorial ed.

DAWSON'S B'KSHOP, 627 S. GRAND, LOS ANGELES

Baxter. The Greatest Literary Problem.

Chamberlain. Life of Wagner.

Colonial Families of America.

Dana. Two Years Before the Mast. 1st ed. 1840.

Evarts. The Cross Pull.

Fleuron. 1930.

Garland. Scotch-Irish in Western Pennsylvania.

Harvard Classics. Vol. 43. Historical Documents, 1000-1904.

Hayden. Virginia Genealogies. Wilkes-Barre, Pa. 1891.

Hindu System of Physical Culture. Anything with illus.

Holder. Channel Islands.

Howard, Clifford. The Passover.

MacDonald. Scots and Scottish Influence in Congress.

Menthley. The Life Boat and Its Story.

Osborne. Mammallion Molar.

Shelley. Death and Life; and other titles.

United States Geological Survey—Professional Paper, No. 73.

Vandenberg. The Greatest American, Alexander Hamilton.

Venegas. History of California. English trans. Vol. 1.

SOLOMON M. DELEVIE, 103 PARK AVE., N. Y.

Owen Wister. Roosevelt, Story of a Friendship.

DIXIE BUS. BK. SHOP, 140 GREENWICH, N. Y.

Thomas, J. L. Fundamentals of Radio.

Lescarbours, A. C. Radio for Everybody.

Moore, Henry L. Forecasting the Yield and Price of Cotton.

A. L. DONAHUE, 25 E. 193RD ST., NEW YORK

Edward Fuchs. Story of Love Art.

E. A. Powell. Brothers in Arms.

E. A. Powell. Radiance.

Altschuler. Any by.

F. C. HENRY, c/o DOUBLEDAY, DORAN & Co., GARDEN CITY, N. Y.

The Victory at Sea. Sims. Pub. Doubleday, Page & Co.

DOUBLEDAY, DORAN, 31 NASSAU ST., NEW YORK

Lady Into Fox. David Garnett. 1st ed.

DOUBLEDAY, DORAN, 10 WALL ST., NEW YORK

Railroad Valuation. Vanderblue.

In the King's Name. Mamill Fenn.

The Photoplay. Munsterberg.

The Western Front. Muirhead Bone.

Winter Pilgrimage.

DOUBLEDAY, DORAN, 310 N. 8TH, ST. LOUIS, MO.

Parker. Nancy McIntyre. 6.

Lewis. Paul Jones. 6.

Dictionary of Railway Terms in Spanish-English and English-Spanish by A. J. Garcia.

An Introduction to English Economic History & Theory. Ashley. Vol. 1.

Kimona. John Paris.

Wister. Roosevelt. 1st ed.

E. DREW, 43 E. 60TH ST., N. Y.

Connelly, M. Green Pastures. 1st ed.

E. M. DUNBAR, 15 ROWENA ST., BOSTON, MASS.

Wister. Roosevelt. Suppressed ed.

Targ. American First Editions.

DUNCAN'S BK. SHOP, 103A CHARLES ST., BOSTON

Knickerbocker Magazine. N. Y. Vol. XIII. 1839.

St. Nicholas. Vol. XVIII. 1891.

Osgood, Frances Sargent. Poems. 1846.

DUNSTER HOUSE B'KSHOP, 20 SOUTH, CAMBRIDGE, MASS.

Ireland Under Elizabeth and James. Ed. by H. Morley. Carisbrook Lib.

DUTTONS, INC., 681 FIFTH AVE., NEW YORK

Please Mention the *Publishers' Weekly* and the Date of Issue.

Buckrose. Spray in the Window.

De Forest, J. L. Love Affair of a Homely Girl.

Dickinson, Emily. The Single Hound. 1st ed.

1914; Poems. 1st, 2nd & 3rd Series. 1890, 1891 & 1896.

Doyle, Edward. American Soldier; Moody Moments; Haunted Temple; Freedom, Truth and Beauty; The Comet.

DeVine Press. Brilliant.

Durant, C. F. Exposition.

Derieux. Animal Personalities; Frank of Freedom Hill.

Darlington, Bishop. Verses by the Way. 1st ed., 1st series.

Dudeney, H. E. Modern Puzzles and How to Solve Them.

Dasent, G. W. The Norsemen in Iceland. Oxford Essays; Greysteel, An Icelandic Saga; Icelandic Sagas. Eng. trans. by G. W. Dasent. 4 vols.

Dumas. Asconio. Handy Lib. ed.; Sylvandire. Handy Lib. ed.

Dunn, William P. Sir Thomas Browne, A Study in Religious Philosophy.

Ditmar. Reptiles.

DeFoe. Robinson Crusoe. Houghton Mifflin. 1908. 4 vols. L. P.

Era, The. 1859-1869, or any.

Eustis. The Dutton Family in America.

Eager. History of Orange County. In Orig. sheep binding. 1847.

Ericsson, Leif. Saga of Eric the Red.

Earle. Two Centuries of Costume in America. Vol. 1 only. Macmillan. 1903.

Ferber. Afternoon of a Faun; Dickinson; Eld-est; Homely Heroine; Man Who Came Back. 1st eds.

Freeman, The. Complete File.

Field & Farm. Vol. 1.

Franklin, B. Imprints, any.

Ford. The Honorable Peter Stirling. 1st ed.

Fuess. Old New England Schools.

Forrester. Warwick Woodlands; Quornden Hunt. 1st eds. Phila. 1845.

Griswold, F. G. Big and Little Fishes; Horses and Hounds.

Green, Rev. W. G. Egilssaga. Eng. trans.

Galsworthy. Five Poems. N. Y. 1919.

Gibson, H. W. Camp Management.

Gautier. Clarimonde. In English.

Gazette of Fashion. Any or all parts, colored plates, from 1848 on.

National Geographic Magazine. Bound complete set.

Pleasures of Architecture.

Saltus. Imperial Orgy; Imperial Purple; Purple and Fine Women; Poppies and Mandragora; Vanity Square. Not 1st eds.

Trowbridge, J. T. Coupon Bonds and Other Stories.

E. EBERSTADT, 55 W. 42ND ST., NEW YORK

California, Oregon, Wyoming, Utah, Montana,

E. EBERSTADT—Continued

and the Far West; Books, pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

L. EPSTEIN'S B'KSHOP, 518 W. 8TH, LOS ANGELES, CAL.

Histories of Genesee, Seneca and Niagara Counties, New York.
Good Californiana at all times.

EVENING B'KSHOP, 1106 SHREVE BLDG., SAN FRANCISCO, CAL.

Jeffers, Robinson. All 1sts, ltd., signed and autograph material.
Brooke, Rupert. Lithuania. 1st ed.
Trollope, Anthony. When the Mastiffs Went to Iceland. 1st. All 1sts.
Dickens, Charles. The Village Coquettes. 1st.
Tomlinson, H. M. 1sts, presentation copies, letters.
Carroll, Lewis. 1sts, presentation copies, letters.

E. FARNSWORTH'S BK. SHOP, 20 E. BIJOU ST., COLORADO SPRINGS, COLO.

Nezelof. Josephine the Great Lover. Liveright.

PHILOTHEOS K. FERNEY, KENNEDALE, TEXAS
Hubbard, Elbert. Any Books autographed.
Duke, W. Basil. History of Morgan's Cavalry. Cincinnati. 1867.
Twain, Mark. All 1st eds.
Always in the market for fine sets and single volumes of ltd. eds. Mail catalogs.

FIRESIDE BK. SHOP, 8617 GERMANTOWN AVE., CHESTNUT HILL, PA.

Tante. Anne Douglas Sedgwick. H. M.
Martyrdom of an Empress.
Letters from Lilliput. J. B. Priestly.

GUSTAV FOCK, LEIPZIG C 1, GERMANY
Jnl. Am. Chemical Society. Vols. 22 to 34.
Modern Language Notes. 1886 to 1930.
Jnl. of Cutaneous Diseases. Vols. 1 to 37.
Jnl. of Pharmacology. Vols. 1, 2.
Astrophysical Jnl. Vols. 40 to 64.
Popular Astronomy. Vols. 19 to 36.
Publications Modern Language Assoc. of America. Vols. 2, 4, 5.
Jnl. of Arnold Arboretum. Vols. 1 to 5.
Transactions Am. Pediatric Soc. Vols. 1 to 6, 8 to 12.
Prof. Papers of the U. S. Geolog. Survey. nos. 1-152.
Experiment Station Record. Vols. 1, 5, 10, 13, 14, 17, 18.
Journal of Experimental Medicine. Vols. 1-28.
Smithsonian Miscellaneous. Vols. 34-35, 37-65.
Journal of Comparative Neurology. Vols. 2 to 15.
Archives of Intern. Medicine. Vols. 1-21.
Citizen's Library of Economics, Politics and Sociology. All publ.
Ely. Studies in Evolution of Industrial Soc.
Mead. Irrigation Institutions.
Addams. Newer Ideals.
Bruce's Non-Partisan League.
Ely. World War.

GUSTAV FOCK, 145 W. 44TH ST., NEW YORK
Journal of Philosophy. Vols. 1-14.
New Haven Mathemat. Colloquium. 1910.
Monist. Vols. 22, 25; also numbers.
Journal of Physical Chemistry. Vol. 23, nos. 1-2, or cpl.

Weekly Book Exchange

G. FOCK—Continued

Journal of Comp. Neurology. Set and Vols. 1-15.

Am. Jl. of Physiolog. Optics. Vols. 3, 5, 6.
Smithsonian Misc. Coll. Vols. 34, 35, 37-65.
Am. Jnl. of Archaeology. Vol. 32, nos. 2, 3.
Missionary Review. 1878-1923.

FOOTE'S BK. SHOP, 316 S. WARREN, SYRACUSE, NEW YORK

A Volume of Family Prayers. J. R. MacDuff.
The Gates of Prayer. J. R. MacDuff.

FREDERICK & NELSON, BK. DEPT., SEATTLE
Where the Blue Begins. Morley. Ltd., signed. Ill. by Rackham.
Following items from the Connoisseur's Library, pub. by Putnam: Book Bindings; Bronzes; Printed Books; Mezzotints; Stained Glass; Engraved Gems.

FULLERTON & SON, 598 MADISON AVE., N. Y.

First issues in fine condition only:
American Fiction prior to 1830.
Anon. Randolph. 1823.
Atlantic Tales. 1866.
Brown. Meadow Grass. 1895.
Chopin. Bayou Folk. 1894.
Cooke. Stories of the Old Dominion. 1879; Surrey of Eagle's Nest. 1866.
Cooke. Somebody's Neighbors. 1881.
Davis. Gallagher. 1891.
Deming. Adirondack Stories. 1880. In Riverside Pocket Series.
Goldsmith. Vicar of Wakefield. Phila. 1772. In any condition.
Howells. Suburban Sketches. 1871.
James. Passionate Pilgrim. 1875.
Kennedy. Swallow Barn. 1832; Horseshoe Robinson. 1835.
Page. In Ole Virginia. 1887.
Poe. Tales Grotesque & Arabesque. 1839.
Perch. Dukesborough Tales. 1871.
Russell. Poems. 1888.
Simms. Yemassee. 1835; Partisan. 1835.
Spofford. Amber Gods. 1863.
Thonet. Knitters in the Sun. 1887.
Thompson. Major Jones Courtship. 1840.
Wilkins. Humble Romance. 1887.
Winthrop. Cecil Dreeme. 1861.
Woolson. Castle Nowhere. 1875; East Angels. 1886.

E. R. GEE, 35 E. 49TH ST., NEW YORK
Hackett. Henry VIIIth. 1st American ed.
Corbett. Notes on Managing Hounds.
Bryden. Horn & Hound.
Dale. Foxhunting in the Shires.
Pease. Hunting Reminiscences.
Richardson. Hunting in Many Countries.
Tongue. Records of the Chase, etc.
Poincare. Origins of the War.
Rush. A Memorial of Dr. Ben Rush, written by himself.
Russell. Pictures of Southern Life; The Panics of 1837 & 1857.
Smith. The Annexation of Texas.
Wertenbaker. Patrician & Plebeian in Virginia.
Wilcox. Report of Boundaries. 12th Census Bulletins, no. 74.

A. GEFFEN, 112 FOURTH AVE., NEW YORK
History of the English Law. Pollock & Maitland. Vol. 1. 2nd ed. in blue cloth.

GELBER, LILIENTHAL, 336 SUTTER, SAN FRANCISCO
Century Cyclopedia of Names. Century Co.

Books Wanted—Continued**GELBER, LILIENTHAL—Continued**

- Jones. Road to Endor. Dodd, Mead.
S. S. Koteliansky. Life and Letters of Chekov. Doubleday.
Munsterberg. The Photoplay, a Study in Psychology.
Rosman. Visitors to Hugo. 1st ed.
Rosman. The Window. 1st ed.

J. K. GILL Co., PORTLAND, ORE.

- Noyes. Dick Turpin's Ride. Story form.

GIMBEL BROS., BK. DEPT., PHILADELPHIA

- Mildred's Boys and Girls. Martha Finley.
Gunmaker of Moscow. Cobb.

GITTMAN'S BK. SHOP 1225 NAIN, COLUMBIA, S. C.

- Wahl. Sex Worship.
Bandelier. Journey of Alver Nunez-Cabeza De Vana.
French. Historical Collections of Louisiana and Florida.
Brinton. Notes on Florida Peninsula.
King. De Soto and His Men in the Land of Florida.
Winsor. Narrative and Critical History of America.
Brownell. Indian Races of North and South America.
Donaldson. George Catlin Indian Gallery.
Hawks. History of North Carolina. Vol. 2.

GOLDMAN'S BK. STORE, 424 S. DEARBORN, CHICAGO

- Brudno, E. The Fugitive.
McMurtrie. The Golden Hopes of Man.
Virchow. Cellular Pathology.
Lorenz. Modern Refrigerating Machinery. Pope translation.
Robb. Patent Essentials.
Hart. American History by Contemporaries.

A. F. GOLDSMITH, 42 LEXINGTON AVE., N. Y.

- Craddock. In the Tennessee Mountains.
Hearn. Clairmonde; Tales from Gautier.
Whitman. Memoranda During the War; Drum Taps.

GOODSPEED'S BK. SHOP, 7 ASHBURTON PL., BOSTON

- Adams. Life in New England Town.
Leading Citizens of Bedford and Somerset Cos., Pa. 1899.
Clavijero. Historia de la Antigua o' Baja California.
Cowell. Spirit of '76 in Rhode Island.
Works of Alexander Hamilton. 7 vols. 1850-51.
Heckler. History of Lower Salford Township, Pa.
Jordan. History of Lehigh Valley, Pa.
Kelker. History of Dauphin Co., Pa.
Historical Homesteads of Kings Co., N. Y.
Martin. History of Franklin Co., Pa.
M'Cauley. Historical Sketch of Franklin Co., Pa.
Old Mercersburg, Pa.
History of Northumberland Co., Pa.
Early Records of Portsmouth, R. I.
Roberts. History of Lehigh Co., Pa.; Biographical Annals of Montgomery Co., Pa. 2 vols.
Rupp. History of Berks & Lebanon Cos., Pa.
Smith. History of Dutchess Co., N. Y., 1877.
Stocker. First Presbyterian Society of Honesdale.
Oberholtzer. Philadelphia. 4 vols. N.d.
Trowbridge. Old Houses of Connecticut.
Genealogies: Adams, 1874; Bush, 1903; Catchings & Holliday, 1921; Chadwick, 1840; Chandler, 1922; Chase, 1894; Culp-Kulp, 1895; Cutter, 1898; Felch, 1881; Keith,

GOODSPEED'S—Continued

- 1873; Lincoln; Lowell, 1899; Proudfit, 1911; Reed-McMahan-Blair; Winslow, 1877-88.
All Genealogical Books and Pamphlets.

GOODSPEED'S BK. SHOP, 2 MILK, BOSTON, MASS.

- Blake. Thoreau Thoughts.
Cooke. Bibliography of James R. Lowell. 1906.
Duruy, Victor. Hist. of Rome. Imperial ed. limited. Jewett, 1883. 8 vols.
Hess. Readings & Monologues of Distinction.
MacLeod. Duel of Life. Princeton.
Moult. Best Poems of 1927.
Noyes. The Casentino & Its Story.
Richardson, S. Clarissa Harlowe.
Rivera. La Voragine. Trans. from Spanish.
Townsend. U. S. 1890.
Tucker. Limitations on the Treaty, etc. L. B. 1915.
Twentieth Century Biographical Dict., etc. 1904. 10 vols.
Warren. Hist. of American Bar. Little, Brown.
Wilson. Life of Ulysses S. Grant.
Winter. Shakespeare on the Stage.
Wright. New Century Book of Facts. 1909.

GOTHAM BK. MART, 51 W. 47TH ST., N. Y.

- Dewhurst. Impressionist Painting.
Robinson. Colonial Doorways.
Ditchfield. Picturesque English Cottages.
Ayres. Actors and the Art of Acting; Elocutions and Elocutionists.
Platt, Ed. Eagle's History of Poughkeepsie. 1683-1905.
James. Ambassadors. Good print.
Memoirs of a Nun. Brent.
Melville. Moby Dick. 1st ed.
Darah Barata. Javanese Marionettes.

J. F. GREEN, 1213 MAIN ST., FORT WORTH, TEX.

- Railway Conquest of the World. Talbot.
The U. S. of America. Shales.

K. GREGORY, 222 E. 71ST ST., NEW YORK

- Fabes. First Editions. Last printing.
Ryall. A Fiddle for Eighteenpence. 1st ed.
Taggard. Emily Dickinson. 1st printing.
Wesselhoeft. Jack, the Fire Dog.
Wesselhoeft. Old Rough the Miser.

G. J. HALL, ROWAYTON, CONN.

- Anstey, F. Tourmaline Time Checks. Any ed.

HAMPSHIRE B'KSHOP, NORTHAMPTON, MASS.

- Dickinson, Emily. 1st eds.

F. F. HANSELL & BRO., 128 BARONNE ST., NEW ORLEANS, LA.

- Beach. Riding and Driving for Women.

H. HARTMAN, 1313 5TH AVE., SEATTLE, WASH.

- The Colophon Quarterly. Parts I and II.

HARVARD COÖPERATIVE SOC., CAMBRIDGE, MASS.

- Please use separate card or page for each book quoted on.

- Thayer. The Dawn of Italian Independence.
Frothingham. A True Account of the Battle of Jutland.

- Geophysical Prospecting. Amer. Inst. of Mining and Metallurgical Engineers.

- Broadwood & Maitland. English County Songs.

- Seward. Fossil Plants. Vol. 1 only.

- DeBary. Comparative Anatomy of the Vegetative Organs of the Phonogams and Ferns.

- Webster. Congress of Vienna. 3 copies.

- Poffenberger. Experimental Psychology. Loose-leaf manual.

- Thompson. On Growth and Form.

- Mann. The Fifth Child.

HARVARD COOP. CO.—Continued

- Skelton. Poetical Works of John Skelton.
 Herodotus. On Literal English. Trans. by Harper.
 Moulton. On Certain Methods of Treating Problems in Celestial Mechanics.
 Lyly. Endymion.
 Johnson. Journey to Western Isles.
 Shenstone. Justus von Leihig.
 Seward. Fossil Plants. Vol. 1 only. Camb. Biological Series.
 Hearnshaw. Social and Political Ideals of the Middle Ages.
 Hearnshaw. Social and Political Ideals of the Great Thinkers of the Ren. and the Reformation.
 Library Atlas of the World. Rand-McNally.
 Riis. Battle With the Slums.
 Corneille. Cinna. ed. G. Masson.
 LaGrange. Lectures on Elementary Mathematics.
 Parker. Casual Laborer and Other Essays.
 Brissenden. The I. W. W.
 Howells. Poems.
 Sterne. Tristram Shandy.
 Wallace. Wooden Ships and Iron Men.
 Emerson. Journals. Ed. Emerson & Forbes. 10 vols.
 Miller, Blickfeldt & Dickson. Theory and Application of Finite Groups.
 Bigelow. Benjamin Franklin. Works. 10 vols.
 Brown. Edgar Huntley, or, The Memoirs of a Sleep Walker.
 Filon. The English State. Trans. Frederick White.
 Smyth. Phila. Magazines and Their Contributors.
 Croiset. Aristophanes and the Political Parties at Athens. 2 copies.
 Abbott. Expansion of Europe.
 Hills. The Odes of Bello, Olmedo and Heredia.
 Sturtevant. Linguistic Change.
 Clark. The Labor Movement in Australia. 2 copies.
 Herbert. English Works. H. M.
 Gummere. Popular Ballad.
 Botsford. The Roman Assemblies.
 Adams. Political Ideas of the American Revolution.
 Kleeberg. Formation of the Republican Party.
 Geffcken. Church and State.
 Scott. Works. 25 vols.
 Cumont. Oriental Religions in Roman Paganism.
 Handcock. Mesopotamian Archaeology.
 Fisher. Mediaeval Empire. 2 vols.
 Coffin. Story of Spanish Painting.
 Thorndike. Animal Intelligence.

HAWTHORNE BK. SHOP, 118 N. FAIRCHILD,
MADISON, WIS.

Fuller. Bertram Coke's Year.

HAZEN'S B'KSTORE, 238 MAIN, MIDDLETOWN, CT.
Chadwick & Shute, Job Printers. Ssute.

L. B. HERR & SON, LANCASTER, PA.

The Secret Power. Marie Corelli.
 Report of the Joint Committee on the Conduct of the War. Vol. I of the 2nd Session of the 38th Congress.

KARL W. HIERSEMANN, LEIPZIG, GERMANY

American Jl. of Sciences.
 Progressive Education. Boston.
 Education. Boston.
 Educational Review. N. Y.
 School Review. Chicago.
 School Life. Wash.
 Jl. of the Nat. Education Assoc.
 Jl. of Education.

Weekly Book Exchange

K. W. HIERSEMANN—Continued

- Knowledge.
 Bigelow. Explorat. of the U. S. Coast and Geodetic Survey Steamer "Bache." 1914.
 Aus Grosser Zeit. Beiträge z. Gesch. d. 48er in Amerika. Chicago. 1900.
 Belting. Transmission, etc. Vols. 1 to 27.
 Chemical Abstracts. Vols. 1 to 15.
 World's Rubber Position. Vols. 1 to 10.
 India Rubber. Vols. 1 to 35.
 Jl. of the Sty. of Automat. Engineers. Vols. 1 to 12.
 Malayan Ton a. Rubber Jl. Vols. 1 to 17.
 Planter's Chronicle. Vols. 1 to 23.
 Tires Rate Book. Vols. 1 to 13.
 Tire Trade Jl. Vol. 1 a. foll.
 Tires. Vols. 1 to 11.
 Brinton. Library of the Aborig. Amer. Litterat. Cpl. set and single vol.
 Complete sets and single volumes of Geographical Review.
 Bull. of Geolog. Sty. of America.

W. M. HILL, 25 E. WASHINGTON, CHICAGO

- Cather. 1st eds.: April Twilights; Troll Garden; Alexander's Bridge; O Pioneers; Song of the Lark; Youth and the Bright Medusa; One of Ours; Death Comes For the Archbishop, signed.
 Lovelace. Astarte. New ed.
 Crimald, Nicholas. Life and Poems of.
 Pinkerton, Allan. History of the Molly Maguires.
 Cheverus, Bishop. Life of.
 Life of Day, Lord Chief Justice of England.
 Crawford. Cigarette Maker's Romance. Sorrento ed. Macmillan.
 Life and Still Life. Mary Chell.
 History of the First Division in the World War.
 Madame de la Barca. Life in Mexico. Everymans.
 Plutarch. Philosophy, the Morals. Everymans.
 William Cushing's Anonyms.
 Emily Dickinson. Anything by or on.

W. R. HILL, 4700 INGLESIDE AVE., CHICAGO

- Cosmetics. H. Paschkes.
 Cosmetics. Max Joseph.
 Bonwick. Hindu Astronomy.
 Campbell. Sexual Impulse of Women.
 Crawley. Sexual Taboo.
 Dupong. Prostitution of Antiquity.
 Drompius. Roman Antiquities.
 Higgins. Romance of Symbolism.
 Haynes. Religious Prostitutes.
 Hyde. Mithraic Caves.
 Jastrow. Babylonian Creeds.
 Knowles. Origin of Superstition.
 McMurtie. Prostitution in China.
 McGee. Beginning of Marriage.
 Oorth. Worship of Bacchus.
 Parnell. Naturale.
 Palmer. Oriental Mysteries.
 Pugin. Glossary of Ecclesiastical Art.
 Squire. Serpent Symbol in America.
 Squire. Serpent Symbol in Egypt.
 Sellon. Anada Tantram.
 Tennison. Idolatry.
 Wilson. Vishnu Paruna.

HOCHSCHILD, KOHN & CO., BK. DEPT., BALTIMORE
 Maryland in Prose and Poetry.
 Jolly Book of Boxcraft. Beard.
 Words and Phrases. Irving Browne.
 Imagination and Its Wonders. Lovell.
 Heretic of Soana. Gerhard Hauptman.
 Dialogues of the Dead. Lucian. Bohn Classical Library.

Books Wanted—Continued

HOCHSCHILD, KOHN—Continued

History of English Law. Polloch & Maitland.
Ancient Law. Sir Henry Maine.
Common Law. Justice Holmes.
Introduction to Study of Law. Morgan.

HOLLIDAY BOOKSHOP, 49 E. 49TH ST., N. Y.

Dos Passos, John. Three Soldiers. 1st ed.
Jeffers, Robinson. Dear Judas. 1st ed.
Heyward, Du Bose. Porgy. Charleston ed.
Paine, A. B. Life of Mark Twain. 2 vol. ed.
Wicksteed, P. H. Reactions Between Dogma
and Philosophy.

HOLMES BK. CO., 814 W. 6TH, LOS ANGELES, CAL.
Summerhayes, Martha. Vanished Arizona.
Adolfo de Clairmont. The Guide to Peru. Pub.
in Toledo. 1908.

HOLMES BK. CO., 274 14TH, OAKLAND, CAL.
Ditmar. Book on Reptiles. Several copies.
Herndon. Lincoln. Vol. 1. Blue clo., undated.

HOOPER BOOKSHOP, 21 E. 54TH ST., N. Y.
American First Editions. Merle Johnson.
High Spots of American Lit. Merle Johnson.
Look Homeward, Angel. Thomas Wolfe. 1st.
Roosevelt. Owen Wister. Suppressed ed.
Memoirs of the Foreign Legion. M. Magnus.
London. 1924.

J. HORNE CO., BK. DEPT., PITTSBURGH, PA.
Free Air. Lewis.
Chinese Painters. R. Petrucci.

W. HOWES, 1142 S. MICHIGAN AVE., CHICAGO
Ballard. Elements of Radio Telephony. 2d ed.
Briggs. Noted Speeches of Daniel Webster, etc.
N. Y. 1912.
Chambers. Tracer of Lost Persons.
Cortesi. Journalism.
Fox. Study of Alex. Hamilton. 1911.
Kovalevsky. Russian Political Institutions. 1902.
2 copies.
Masters in Art: Giotto, Fra Angelico; Dona-
tello; Della Robbia; Botticelli; Perugino. 6
nos. in 1 vol. 1900-3. Bates.
Monroe. Thos. Platter and the Educ. Renais-
sance of 16th Cent. 1904.
Monroe. Bibliography of Education. 1897.
Nutting. England Beautiful.
Gras. Hist. of Agriculture in Europe and
America.
Train. Courts, Criminals and the Camorra.
Vinogradoff. Self Government in Russia. 2
copies.
Wagner. The Rhine-Gold. Trans. by Huckel.
1907.
Bulletin, No. 18, Bureau of Ethnology. Maya
Year.

J. L. HUDSON CO., BK. DEPT., DETROIT
The Sentimental Blake. "Banjo" Patterson.

PAT HUNT'S, 6731 HOLLYWOOD BLVD., HOLLY-
WOOD, CAL.
Nicht der Morder der Ermorchte ist Schuldig.
Play by Franz Werfel in German.

INTEGRITY BK. CO., 1528 WALNUT, PHILA.
Franklin Pierce portrait. Autographed.
Pickwick Papers. Phila. 1836-7. Set or odd
vols.
Amenities Book Collecting. 1st issue.
Dickens. 1sts. All.
Franklin. 1sts.
Gautier. Clarimonde.

INTEGRITY BK. CO.—Continued

Herman Melville. 1sts.
Campbell. Poems.
Pound. A Lume Spento.
Wilson. Ornithology.
Irving. 1sts.
Library Sets of following: Irving, Longfellow,
Whittier, Emerson, Byron, Shelley and
Keats, Lamb, Carlyle. Also Chapman and
Hall Carlyle.
Frank Norris. A. L. S.
Stephen Crane. A. L. S.
Galsworthy. Manaton ed.
Cooper. 1sts.
Kipling. 1sts and A. L. S.
Following Currier & Ives Prints: Clipper Ship
"Red Jacket"; Express Train, 1870; Great
West, 1870. Also other Marine and West-
ern Scenes.
Audubon. Birds of America. 1840-44.
Dealers please forward catalogues and lists as
issued.

INTERNAT'L ART & SCIENCE BK. CO., 192 B'WAY.,
NEW YORK

Bell, A. O. Contributions to Education. Vol. 2.
Review of Economic Statistics. Vol. 1. Supple-
ments only.
Mayers. Estimating Concrete Buildings.
Euler-Chelpin. Gen. Chemistry of the Enzymes.
Latest ed.
Marshall. Manufacturing and Testing Military
Explosives. McGraw. 1919.
Venable. Develop. of the Periodic Law. Latest
ed.
Castallini. Fungi and Fungous Diseases. 1926.
Hoff. Paint and Varnish Facts and Formulas.
Latest ed.
Brown & Sampson. Intestinal Tuberculosis.
1926.
Mueller. Baldness, Its Causes, Its Treatment and
Its Prevention.
Murrell. What to Do in Cases of Poisoning.
13th ed. 1921.
Thomssen. Soap Making Manual. 1922.
Wagner. Recipes for the Preserving of Fruit,
Vegetables and Meat. 1908.
U. S. Geological Survey Fol., no. 157.
Emmons. Geology of N. Carolina.
Tresca Carlo. I'll Never Forget. N. Y. 1929.
Quarterly Journ. Economics. Vols. 34, 35.
Roemer, W. F. Ethical Basis of Intern. Law.
Simons, Elizabeth Potter. Music in Charleston
from 1732-1919, 1927.
Hayes, E. C. Recent Develop in the Social Sci-
ences by 7 Specialists.
Kantor, Jacob Robert. An Outline of Social
Psychology. 1929.
General Charter for Trade Association.
Business Barometer Dial. 1928.
Foulche-Delbosc & Barran-Dilugoy Manuel de
l'Hispanizauf. Vol. 2 and following.
Constant buyers of Chemical, Technical, Medical
and other periodicals, in sets, runs, single
vols. and numbers, indexes.

G. W. JACOBS & CO., 1726 CHESTNUT, PHILA.
God's Country Trail to Happiness. Curwood. 2.
Two and Two Make Four. Coler.
Soldiers Pay. Faulkner.
History of Delaware. Schaff.
Modern Pistol. Winan.
Quaker Forty-niner. Pancoast. 1st ed.
Chambers. Ashes of Empire; Ailsa Page; Maid
at Arms; Lorraine.

JAMES BK. STORE, 127 W. 7TH, CINCINNATI
Skellman, W. R. The A. E. F. Phila. Jacobs.
1920.
Trollope, Mrs. Jonathan Jefferson Whitlaw.
London. 1837. Illus.

JAMES BK. STORE—Continued

Murdoch. Microscopic Determination of Opaque Minerals. Wiley.

R. JAMES, P. O. BOX 176, VANCOUVER, CANADA
Corelli. Mighty Atom.

A. L. O. E. Tales From the Orient.

Tarbell, I. Great Oil Octopus.

Jewitt's Narrative. Brown ed.

Hamilton, W. P. Stock Market Barometer. Bost.

Kemp, Prof. Tulameen U.S. A Geological Survey Mining Report. 1900.

My Unknown Chum Aguecheque Hochelaga Depicta.

Hocking. Scarlet Woman.

Morehead, W. K. Stone Age of America. 2 vols.

Newcombe, C. T. First Circumnavigator of Vancouver Island.

Annual Report of American Ethnology. 1879.

J. H. JANSEN, 315 CAXTON BLDG., CLEVELAND, O.
Monckton. One Plane Method of Handrailing.

MERLE JOHNSON, 243 W. 34TH ST., NEW YORK
First editions only:

Atherton. Before the Gringo Came.

Benedict. Cavalry Horse.

Burnett. Little Lord Fauntleroy.

Clemens. Jumping Frog; Tom Sawyer.

Clari, the Maid of Milan. 1823.

Field. Love Songs of Childhood. Vellum ed.

Fry. Army Sacrifices.

Hale. Poems. 1831.

Harte. Lost Galleon.

Hawthorne. Scarlet Letter.

Longfellow. Voices of the Night.

Marsh. Hoover. Privately printed.

"Nobody" as sung by Bert Williams.

Poe. Works. 1850. Vol. 2 only.

Pyle. The Grail.

Simms. War Poetry of the South. 1866.

Stockton. Lady or the Tiger.

Tabb. Poems. 1883.

Tarkington. Spring Concert; The Guardian.

Whitman. Drum Taps. 2nd issue.

Willard. Poems. 1830.

Wilson. Old Master; also pamphlets.

JOHNSON'S B'KSTORE, 1379 MAIN, SPRINGFIELD, MASS.

Bahr. Commercial Greenhouses: Flower Culture.

Wister. Roosevelt, the Story of a Friendship. 1st issue.

Carey. Herb of Grace.

Tyler. Greek Lyric Poets. Orig. Greek.

Homer's Iliad. Orig. Greek Oxford University Press ed. India paper.

Lodge. History of Spanish War.

Yriarpe. Florence.

Ellis. King's Blue Riband. New copy if possible.

Charlesworth. Ministering Children.

Butt. Letters of Archie Butt.

Winne O'Wynne.

Johnson. Highways and Byways of Florida.

Perley. Historic Storms of New Eng.

Brady. American Fights and Fighters. Set.

Hakluyt. Voyages.

Cohen. Highly Colored.

Rossetti. Newnes Art Library.

McSpadden. Famous Painters of America.

McGiffert. Plane and Solid Analytic Geom.

EDW. P. JUDD CO., NEW HAVEN, CONN.

Doyle. Our American Adventure; Wanderings of a Spiritualist.

JUDSON PRESS, 1107 MCGEE, KANSAS CITY, MO.

Talmadge's Sermons. Complete Set. Good condition.

Weekly Book Exchange

JUDSON PRESS—Continued

Preacher's Homiletic Commentary. Good condition. Complete New Testament with Index.

Literary Illustrations. James Moffatt.

Luke the Historian in the Light of Research. Robertson. Good condition.

The Greatest Physician. Broadman.

Glories of the Cross. A. C. Dixon.

God's Present Kingdom. Mauro.

The Greek and Eastern Churches. Adeney.

Canon and Text of the New Testament. Gregory. Commentary on Isaiah. Vol. 2. Delitsch. Good condition.

The Book of the Prophet Jeremiah. Driver. Good condition.

The Twelve Minor Prophets. Orelli. Good condition.

Old Testament Prophecy. Orelli. Good condition.

Old Testament Prophecy. Davidson. Good condition.

The Prophets and the Promise. Beecher.

Isaiah, His Life and Times. Driver.

Daniel. The Prophet. Pusey.

Commentary on the Minor Prophets. Keil and Delitsch.

Art of Thinking. Henry H. Fuller. Good condition.

JUDSON PRESS, 313 W. 3RD, LOS ANGELES, CAL.
Bernhard Zeihn. Manual of Harmony.

KAUFMANN'S, BK. DEPT., PITTSBURGH, PA.

Hail and Farewell. George Moore. 3 vols. 1st English ed.

Motion Picture Theatre Management. H. B. Franklin.

KEGAN PAUL, TRENCH, TRUBNER & CO., 38 GREAT
RUSSELL ST., LONDON, W.C.1

Day. 1,000 Years of Hubbard History.

Hail. Tseng Kuo-Fan and the Taeping Rebellion.

Perry's Exped. to Japan. Ed. by Hawks. 3 vols. 4to.

Journal and Proceedings Amer. Oriental Soc. Vol. 11.

KENDRICK-BELLAMY CO., 16TH AT STOUT, DENVER

Happy Hypocrite. Max Beerbohm. Large lim.

Hempfield's Adventures in Friendship. David Grayson.

Jack Spurlock Prodigal. Lorimer.

S. Weir Mitchell. 1st eds.

C. W. KESPERT, 62 CATAWBA ST., BOSTON, MASS.

Burnet, J. Early Greek Philosophy.

Christine of the Hungry Heart.

Clark. Int. to Heraldry.

Genealogy. Edward Wightman.

Letters of John Hay and Extracts from His Diary.

Mather, Cotton. Witchcraft.

Reid, Mayne. Lone Ranch.

Starbuck. Romance Dust.

KLEINTEICH'S, 1245 FULTON, BROOKLYN, N. Y.
Gustavus Adolphus. Dodge.

KORNER & WOOD CO., 1512 EUCLID, CLEVELAND, O.
Hurd. History of Otsego County.

LAMAR & WHITMORE, NASHVILLE, TENN.
Scotch Irish Congress. 1890; also 1910.

Books Wanted—Continued

LASALLE & KOCH B'KSHOP, TOLEDO, OHIO
Later Poems. Bliss Carmen.

J. J. LAUGHLIN, 4211 GANO AVE., ST. LOUIS, MO.
Wanted Sets, Ltd. Eds. Fair prices.

C. E. LAURIAT CO., 385 WASHINGTON, BOSTON
Adams, Henry. Esther.
Edwards. Lift Luck on Southern Roads.
Humphreys. Poetic Old World.
Seeley, Mrs. Cook Book.

LEAKE'S SHOP, 54 MAIDEN LANE, ALBANY, N. Y.
Lay Thoughts of Dean. Dean Inge. Star Lib.

LENOX HILL BK. SHOP, 1186 B MADISON, N. Y.
In April Once. Wm. Alexander Percy. 1st ed.
Sappho In Levka. Wm. Alexander Percy. 1st ed.

H. A. LEVINSON, 11 W. 42ND ST., NEW YORK
Aldrich. Story of a Bad Boy. 1869.
Bulwer. Last Days of Pompeii. 3 vols. 1834.
Byrne. Marco Polo. 1st issue. 1921 on title.
Butler. Shakespeare's Sonnets; other 1sts.
Cooper. Authors and Others. Doub., Doran.
Darwin. Zoology of Voy. of H. M. S. Beagle.
1832-6. Pub. Lond., 1843. Any other Darwin 1sts.

Goudy. Ars Typographica. All issues.
Harper's Weekly for Jan. 2, 1864.
Morley. Apology for Boccaccio; Where Blue Begins, dramatic version; My Cont. to 17th Cent. Scholarship; Parnassus on Wheels, the ed. with the Newton introduction; Everyman ed. of the Journal to Stella; Daughter of Samurai, with intro. by Morley; and all other Morley items including 1sts with introductions.

Norris. McTeague. 1899.
Tennyson. Poems. 1830. Orig. binding.
Wharton. Ethan Frome. 1911.
Winterich. Primer of Bookcollecting. 1st.
Whistler. Notes and Footnotes. 1907. Lond.
Foley, P. K. Bibliography of Amer. Authors.

W. U. LEWISSON, 535 BEACON ST., BOSTON
Pamphlets relating to George Washington.

LIEBSCHUTZ, 414 W. LIBERTY, LOUISVILLE, KY.
Harris Dickson. Old Reliable in Africa.

LITTLE, BROWN & Co., 34 BEACON ST., BOSTON
Edmund Burke. Vol. 1. Cloth. Little, Brown.

LOFLAND BK. SHOP, 732 W. 6TH, LOS ANGELES
Sarah Johnson. Recol. of Rev. John Johnson.
Nashville. 1869.
London, Jack. 1sts: Cruise of Dazzler; Valley of Moon; Revolution, 1909 (pamphlet).
Arthur Henry. Princess of Arcady. 1900.
Johnson. Through South Seas with Jack London.

B. LOGIN & SON, 29 E. 21ST ST., NEW YORK
We wish to purchase at all times complete sets, long runs, volumes and copies of Chemical, Medical and Scientific Journals. Bound or unbound.

LORD & TAYLOR BK. SHOP, 5TH AVE., NEW YORK
Rahel Varnhagen. Ellen Key. Putnam.
Supreme Love Thrills; Supreme Miracles; Supreme Personality; Supreme Self Command. All by Delmer Eugene Craft, and published by him in New Haven, Conn.

LORING, SHORT & HARMON, 474 CONGRESS ST.,
PORTLAND, ME.

Life of O. B. Cheney.

W. H. LOWDERMILK & Co., WASHINGTON, D. C.
Freemantle. Three Months in the Southern States.

Randolph, Innes. Poems. 1898.

Rosegger. The God Seeker.

Genealogical Record of Hans Herr and Descendants. 1908.

Kinglake. Invasion of the Crimea.

Ransom. Majority Rule and the Judiciary.

Hart. Introduction to Study of Federal Government.

Goodnow. Politics and Administration.

Thorpe. Constitutional History of U. S. 3 vols.

LOWMAN & HANFORD CO., 1514 3RD, SEATTLE

Egan. Ten Years at German Front.

Desmond Coke. Art of Silhouette.

C. Stuart. Secrets of Crewe House.

MACAULEY'S, 1426 FARMER ST., DETROIT

From Leaves to Tree. Benson.

Sacred Wood. Elliot. Alfred A. Knopf.

MCCLELLAND & Co., 26 N. HIGH, COLUMBUS, O.
House of 1000 Candles. Nicholson.

MCCREERY BK. SHOP, 5TH AVE. AT 34TH, N. Y.
Beach. Oh, Shoot!
Story. Roman Lawyer in Jerusalem. Ariel Booklet.

JAMES MADISON, 465 S. DETROIT, LOS ANGELES
Old dime novels, playbills, California items.

MARSHALL'S VARIETY STORE, FREDONIA, KANSAS
Two Wives.
Pay Day.
Pleasure House.

METHODIST BK. CONCERN, 740 RUSH, CHICAGO
Court of Belshazzar. Earl W. Williams. Bobbs-Merrill.

MILLER'S BK. STORE, 64 N. BROAD, ATLANTA, GA.
In Secret. Robt. W. Chambers.
The Silver Cord. Chamberlain.
The Starry Universe. H. C. Stanton.

E. V. MITCHELL, 27 LEWIS, HARTFORD, CONN.
Hospital Sketches. Alcott.

HENRY MORGAN & Co., BK. DEPT., MONTREAL
A. E. Coppard. English 1sts.
William Bolitho. Murder for Profit. 1st.
Comeau. Life on the North Shore. 1st.
Frothingham. Songs of Men. 1918.
Masefield. Rosas. Ltd. ed.
Kipling. Letters to the Family. 1st.

J. P. MORTON & Co., 420 W. MAIN, LOUISVILLE,
KENTUCKY

First Explorations in Kentucky. Col. J. Stoddard Johnston.

The Clay Family. Mrs. Mary Rogers Clay.

KIRK M. NAGLE Co., 117 W. 4TH, TULSA, OKLA.

Wister. Roosevelt. Suppressed ed.

Wharton. Ethan Frome. 1st or 2nd ed.

Crane. Badge of Courage. 1st or 2nd ed.

Melville. Moby Dick. 2nd ed.

Maugham. Of Human Bondage. 1st ed.

Cabell. Rivet in Grandfather's Neck. 1st ed.

Mencken. Prejudices. 1st and 2nd series, 1st eds.

K. M. NAGLE CO.—Continued

Byrne. Messer Marco Polo. 1st ed.
Hergesheimer. Three Black Pennys. 1st ed.

NEW YORK HISTORICAL SOC., 170 CENTRAL PARK
WEST, NEW YORK

History of the Genesee Country. Lockwood R. Doty.

D. H. NEWHALL, 100 E. 42ND ST., NEW YORK
Bates. Lincoln in Telegraph Office.
Clark. Proofs of the Corruption of Wilkinson.
Gayarre. Louisiana. Any vols.
Inman. Buffalo Jones Forty Years of Adventure.
Welles, Gideon. Lincoln & Seward.
Wilkinson's Memoirs. Working copy wanted. No atlas.

L. NEWTON, AURILLA ST., AUBURN, MASS.
Martial Epigrams. Any French or English ed.

NORMAN, REMINGTON CO., BALTIMORE, MD.
Adams. Old Saws With New Teeth.
Twain. Adventures of Tom Sawyer. 1st ed.
Sedgwick. Promise.
Cheiro. Language of the Hand. Large ed.
Chambers. Common Law, Illus. by Gibson. Appleton.
Jevons. Money and Mechanism of Exchange.
Dresser. Living by the Spirit. Putnam.
Roberts. Memoirs of John Bannister Gibson. Pittsburgh. 1890.
Robinson. Merlin. Macm. 1917.
Haberton. George Washington.
Joyce. Ulysses.
Tipping. Gardens Old and New. Complete set.

OLD CORNER BK. STORE, 50 BROMFIELD, BOSTON
Armstrong. Puppett.
Morgan. In the Footsteps of Napoleon.

OWL BK. SHOP, 10 MURPHY ARCADE, ORLANDO, FLA.

Franck. I Discover Greece.
Franck. Working North from Patagonia.
Lamb. Genghis Khan.
Naughton Book on Pugilism.

PALO ALTO, CAL., BK. SHOP, 158 UNIVERSITY AVE.
Chicago Tribune Line Book. 1924.
Indiscretion of a Naval Censor.
Insect Friends and Foes. Duncan.
The Quarry. Morosco.
Copper Work. Rose.
Diplomatic Portraits. Cresson.
College Years. Paine.
Pines of Lory. Mitchell.

PARKE, AUSTIN & LIPSCOMB, 50 CHURCH, N. Y.
About Women. John Macy. 1st ed.
Touchstone. Ben Ames Williams. 1st ed.
Growing Up. 1st ed.
The Punishment of the Stingy. Geo. Bird Grinnell. In perfect condition.
The Indians of Today. Geo. Bird Grinnell. In perfect condition.
Blackfeet Indian Stories. Geo. Bird Grinnell. In perfect condition.
Fascism. G. Prezzolini.
Italy and Fascismo. L. Sturzo.
It does not matter if above 2 are a bit worn.

PEABODY BK. SHOP, 913 N. CHARLES, BALTIMORE
Bolitho. Twelve Against the Gods. 1st ed.
Coppard. The Gollan. N. Y. 1929. Pub. Fisk.
Noyes. Prayer for Peace. Cleveland. 1911.
Ranke. History of Popes. Libr. ed.
Saltus. Historia Amoris.

Weekly Book Exchange

PEABODY BK. SHOP—Continued

Sax, J. G. Complete Poems.
Wells. Book of Humorous Verse.

P. PEARLMAN, 1711 G ST. N.W., WASH., D. C.
Emerson. Essays. 1st ed.

H. E. PENDRY CO., TOPEKA, KANSAS

Any Music Hour Series.
Lippincott's Record Spelling Tab.
Ullman-Henry. New Elem. Latin.
Ullman-Henry. 2d Latin, Rev.
Woolbert-Weaver. Better Speech, Rev.
Muzzy. Hist. U. S. 1929.
Ely-Wicker. Elem. Economics.
Peters-Pomeroy. Commercial Law.
Greer. Foods and Home Making.
Greenlaw & Miles. Lit and Life. Bk. 4.
Foote. New Plain Talk, Love—Marriage—Parentage. Or other Foote titles.
Send us your lists—sell or buy.

POOH CORNER, 325 E. COLFAX AVE., DENVER, COL.
Passion Flower (the play). Jacinto Benvenute.

POST BOX B'KSHOP, 29 E. 48TH ST., NEW YORK
Pennell. A Guide for the Greedy.
Seymour. The Cross in Tradition, History and Art.
House & Watson. Rabbits and All About Them.
Guinness, Grattan. Approaching End of the Age.
Hardy, Arthur S. Wind of Destiny.

POWNER'S, 1352 N. CLARK ST., CHICAGO
Hussar. August Kuhne.

PRESBY. BK. STORE, 711 CHURCH, NASHVILLE, TENN.

Uncollected Poetry & Prose of Walt Whitman.
Edited by Holloway.
Harris, Joel Chandler. Tales of Home Folks in Peace and War.

PRESBY. BK. STORE, WITHERSPOON BLDG., PHILA.
German New Testament. With Luther Prefaces.

PRESTON & ROUNDS CO., 49 EXCHANGE PL., PROVIDENCE, R. I.

M. Louise Green, Phd. Among School Gardens.
Eleanor W. Talbot. My Lady's Casket, 1885. 2.
Sarah Orne Jewett. Stories and Tales. 7 vols.

PUTNAM B'KSTORE, 2 W. 45TH ST., NEW YORK
Quote by mail only. State condition.
Bierce. In the Midst of Life.
Bierce. Tales of Soldiers and Civilians.
Criles. Endocrine Gland.
Clark. Naval History.
Erskine. Sex at Choice.
Irwin. Nautical Lays of a Landsman.
Life and Correspondence of John Paul Jones.
Mountford. Jesus Christ in His Home Land.
Mill. Seige of South Pole.
Phillys. Art and Environment.
Pollard. Fire Arms.
Pollitt. Emily Dickinson: Human Background of Her Poetry.
Rifle and Caravan.
Roper. U. S. Post Office.
Streeter. Same Old Bill, Eh Mabel.
Talmey. Woman.
Lowndes. The Lodger.
"Viri Romae."
Adams. Our Square and the People In It.
Adams. From a Bench in Our Square.
Bowers. Irish Orators.
Ball. Broncho.

Books Wanted—Continued

PUTNAM B'KSTORE—Continued

Mellville. Holmby House.
Mellville. Interpreter.
Showerman. Country Child.
Showerman. Country Chronicle.

RARE BOOK CO., 99 NASSAU ST., NEW YORK
Pope's Revised Statutes of Illinois.
Kaskaskia. 1815. Vol. 1 only.
Memoirs of Mrs. Eddy. Adam Dickey.
Christian Science Books, Manuals.
Science of Man. Mrs. Clover. 1876, 1879, 1883.

RAYMER'S, 5 N. DIVISION, GRAND RAPIDS, MICH.
Bird of Paradise. Gannon.
Man in Shadow. Richard Washburn Child.

P. REILLY CO., 133 N. 13TH ST., PHILADELPHIA
A Dweller on Two Planets, On Life on Atlantis.
By Philos.

K. RITCHIE, c/o CITY OF PARIS DRY GOODS CO.,
SAN FRANCISCO, CAL.
Thurston. Harvest of Javelins.
Thurston. Sally Bishop.

A. M. ROBERTSON, 222 STOCKTON, SAN FRANCISCO
Thomas O. Larkin Letters. 1846.
Oregon and California. J. Ross Thornton. 1849.

E. R. ROBINSON, 410 RIVER ST., TROY, N. Y.
Brand. Seventh Man.
Bates, Arlo. Told in the Gates.
Butterworth. Lost in Nicaragua.
Bates & Orr. Pageants.
Beagle & Crawford. Community Drama.
Bridge. Inside History Carnegie Steel Co.
Davis. Ship Models.
Geology of Fort Leyden (N. Y.) Quadrangle.
Gunter. W. S. Bradford, Special.
Hamilton. Stock Market Barometer. 1928 ed.
Jamison. With Walker in Nicaragua.
Lawrence. Free Companions.
Le Maout & Decaison. General System of Botany.
Manley. Death Valley in '49.
Moulton. Modern Readers Bible. 1 vol.
Post. The Clients.
Phillips, Stephen. Other Poems.
Poinsett. Notes on Mexico.
Rogers. Shell Book.
Reeve. Master of Mystery.
Reid, Capt. M. Lone Ranch.
Scraggs. Filibusters and Financiers.
Stout. Nicaragua.
Squiers. Nicaragua.
Spears. Sketches of Death Valley.
Wayne. Birds of So. Carolina.
White. Heart of the Range.
Walker. Ocean to Ocean; Nicaragua.
Wood. Personal Recollections of the Stage.

RYE, N. Y., BK. & GIFT SHOP, 37 PURCHASE ST.
Fred'k Delius. P. Heseltine.

ST. JAMES B'KSHOP, 93½ ST. JAMES AVE., BOSTON
In the Fog. R. H. Davis. 2 copies.

ST. PAUL, MINN., BK. & STATY CO., 55 E. 6TH
Agnes Green Foster. Blessings.

SALISBURY'S, 78 E. 10TH ST., NEW YORK
National Geographic Magazines before 1912.

SATHER GATE BK. SHOP, 2271 TELEGRAPH AVE.,
BERKELEY, CAL.
Bramah, Ernest. Kai Lung's Golden Hours. 1st
Amer. ed.
Giddings. Scientific Study of Human Society.
Diaz del Castillo. Mastering of Mexico. Kate
Stephens. Mac. 1916.

SATYR BK. SHOP, 1622 N. VINE, HOLLYWOOD, CAL.
The Celebrity. Churchill. 1st ed. only.

SCHROEDER'S, PUBLIC SQ., CLEVELAND, O.
From Baseball to Boches. H. C. Witwer.
A Smile a Minute. H. C. Witwer.
There's No Base Like Home. H. C. Witwer.
The Rubaiyat of a Freshman. H. C. Witwer.

SCHULTE'S BK. STORE, 80 4TH AVE., NEW YORK
Hamilton. Stock Market Barometer.
Bertie Wyllie. Sheffield Plate.
H. P. Oakie. Old English Plate.
Coues. History of Lewis and Clark Expedition.
Vol. 4. Harper. 1893.
Encyclopedia Religions and Ethics. Vols. 10, 11
and 12.
Vermont Quarterly Gazetteer, No. 5.
Mazard. Finance and Hours of Labor.
Symonds. Studies of Greek Poets. 2 vols. In
good condition.

CHARLES SCRIBNER'S SONS, 597 5TH AVE., N. Y.
Architectural Review. Special issue on Farm
Buildings.
Balmforth. Ethical Religious Value of the Novel.
Baruch. American Industry in the War.
Brierly, H. Ingots and Ingot Molds.
Brosnakan. Digest of Lectures on Ethics.
Brown, G. B. William Hogarth.
Calderon. Latin America.
Carruth. Poems.
Davis. Art in Education and Life.
Davis, P. Football.
De La Mare. Riddle and Other Essays.
De Ligne, Princess. Memoirs.
Du Bois. Kinematics, Statics and Kinetics.
Eastman, Max. Colors of Life.
Ford, J. Imagina.
Ford, J. Snickery Nick.
Gould Prize Essay. Roman Catholic and Protes-
tant Bibles Compared.
Hazard. Finance and Hours of Labor.
Leonard, H. F. Handbook of Wrestling.
Chubby Book for Chubby Children. John Mar-
tin.
Mather. Collectors.
Paulsen. Kant. Trans. by Creighton and Le-
Fevre.
Rowson. Charlotte Temple.
Spirit of St. Louis. Doran.
Wells. Thirty Strange Stories. 3.
Wesselhoff. Rough the Miser.
Winslow. With the French Flying Corps.

CHARLES SESSLER, 1310 WALNUT ST., PHILA.
Bridge of San Luis Rey. 1st ed.
Emily Dickinson's Poems. 1st ed.
John Brown's Body. Ltd ed.
Grandma's Attic Treasures.
On the Borderland. T. D. Austin.
A. D. 2000.
Ancient Rome and Modern America. G. Ferrero.
Colophon. First year.
New Found Land. MacLeish. 1st ed.

SHEPARD BK. CO., 408 S. STATE, SALT LAKE CITY
Macfarlane's Annual Am. Geo. Railway Guide.
Any books on the Grand Canyon of Colorado
River.
Any rare item on Utah or Mormons.

H. W. SIEGER, 102 BROWNSVILLE RD., MT.
OLIVER STA., PITTSBURGH, PA.

Any edition in English:
The Soul Enchanted. R. Rolland.
Strangers Banquet. Donn Byrne.
Books by Axel Munthe.
Human Mind. Menninger. Lit. Guild ed.

E. L. SIMPSON, WHITE SULPHUR SPRINGS, W. VA.
Legends of the South. Viator.

R. SLIGER, INC., NAT'L BANK OF W. VA., WHEEL-
ING, W. VA.

Any books, prints, or photographs pertaining to
the early circus and theater in the United
States.

West Virginia and Ohio items at all times.

HAROLD JAY SNYDER, 1440 BROADWAY, N. Y.
D. H. Lawrence. Signed and 1st eds., presenta-
tion copies, manuscripts.

A. J. SOUWEINE, 611 W. 177TH ST., NEW YORK
Chess Items and Chess Curios. Any.

E. STEIGER & CO., 49 MURRAY ST., NEW YORK
Taylor. Winning Buddha's Smile.
Pettigrew. Course of Empire.
Steward. Haitian Revolution.
Entwistle. Little Children of Missions Land.
Hensey. My Children of the Forest.
Classical Investigation. Vol. II.
Sheldon. Strife of Systems and Productive
Duality.

Dashiell. Philosophical Status of Value.
Abendschein. The Secret of the Old Masters.
1905.

Paddock. Fruit Growing in Arid Country.
Eastman. Indians of Today.
Poe. Where Half the World is Waking Up.
Wardwell. Business Economics and Statistics.
Tisdale. Pioneering Where World is Old.
Proceedings of the American Institute of Elec-
trical Engineers. Vol. 34, nos. 4 and 8;
Vol. 36, nos. 6 and 9.
Journal of the American Folk Lore. Vol. 5,
1892, and Vol. 19, 1906.

STEWART KIDD, 19 E. 4TH ST., CINCINNATI
Mischiefs. Travers.

W. K. STEWART CO., 44 E. WASHINGTON ST.,
INDIANAPOLIS
Icosameron. de Seingalt.

W. K. STEWART CO., LOUISVILLE, KY.
Gum Leaves. Cros.
Four Little Fosters. Verhoeff.

STOKES & STOCKELL, 224 6TH AVE., N., NASH-
VILLE, TENN.

Bairnsfather. Fragments of France.
American Flora and History of Plants and Wild
Flowers. Containing scientific and general
descriptions. By A. B. Strong, M.A. 4 vols.
70 colored, beautiful engravings. Pub. by
Green & Spense.

HARRY STONE, 24 E. 58TH ST., NEW YORK
American Firsts Noted Eng. Classics before 1840.
Bellamy. Looking Backward. 1st.
Broadway Journal. 1845.
Bryant. Poems. 1821, 1832.
Juvenile Miscellany. Boston. 1830.
Kipling. Collected Verse. N. Y. 1907.
Graham's Mag. April, 1841. Orig. wrps.
Learned, W. Between Times.
Longfellow. Christus. 1872. 3 vols.

Weekly Book Exchange

HARRY STONE—Continued

Poe. 1sts. Grotesque & Arabesque; Raven;
Tales. 1845.

The Virginia Poe. 1st.

Wallace. Ben Hur. 1st.

Westcott. David Harum. 1st.

Whittier. Jack in Pulpit. 1884.

Wieland. A Tale. 1798.

Wister. Virginian. 1st.

SUTTON PL. B'KSHOP, 407 E. 57TH ST., N. Y.

My Past. Countess Marie Larisch.

Sex Life and Sane Sex Living. Ford.

Roosevelt. Wister. 1st ed.

Sappho. One Hundred Lyrics. Bliss Carmen.

TACOMA, WASH., PUBLIC LIBRARY

Paine, Silas. Stories of Great Hymns of the
Church.

THOMS & ERON, 89 CHAMBERS ST., NEW YORK

Benner's Prophecies.

Harpers Weekly. 1859, 1860, 65, 87, 89, 91, 92,
94, 95, 96. And everything from July, 1901,
to 1916 incl.

Leslie's Weekly. Complete file and long runs.

Handbunch der Anatomie der Treie. Ellenberger.
Baum & Dittrich.

D. A. R. Lineage Books. Complete file or single
volumes.

TWIN CITY BK. & STAT'Y CO., 408 CEDAR ST.,
ST. PAUL, MINN.

Ahn's French Primer.

TWYNHAM B'K-SHELVES, 10 BULLARD PL.,
FLUSHING, L. I.

Sharon, Conn. History. Sedgwick.

H. P. A. Abbott. Sparks from Parson's Anvil.

Billy Sunday. Bible Stories.

Phyllis Wheatley. Poems.

Guiney. The White Sail, Poems.

Edgar Work. The Bible in English Lit.

C. E. Jefferson. St. Paul.

The Iron Worker and Solomon. Harrison
1868.

Tubal-Cain. Brochure. Macoy Co.

The Messenger, Cath. Mag. Dec. 1905.

Chidsey. Bonnie Prince Charlie. Cheap.

WM. TYRRELL & CO., 820 YONGE, TORONTO 5,
CANADA

Old Buddha. Empress of China.

O. ULBRICH CO., 386 MAIN, BUFFALO, N. Y.

Antarctic Penguins. Murray Levick.

Tulips. Jacobs.

My Memories of 80 Years. C. M. Depew. \$4 ed.

UNIVERSAL LIBRARY SERVICE, 240 BROADWAY, N. Y.

Kelly. Wisdom of Laziness.

Tumulty. Woodrow Wilson.

Webster. Quilts—Their Story and How to
Make Them.

Werner. Barnum.

UNIVERSITY BK. STORE, ROCHESTER, N. Y.

Meyer. Determination of Radicles in Carbon
Compounds.

MacElwee, Samuel & Ritter. Economic Aspects
of the Great Lakes, St. Lawrence Ship
Channel.

Leith. Metamorphic Geology.

Kinnicutt. Sewage Disposal. 2nd ed.

Kenworthy. Peace or War?

Johnson. Topography and Strategy in the War.
Huntington. The Climatic Factor as Illustrated
in Arid America.

Books Wanted—Continued

UNIVERSITY BK. STORE—Continued

- Hill. The Problem of a World Court.
Haskins. Some Problems of the Peace Conference.
Grandgent. Prunes and Prisms.
Eckel. Coal, Iron and the War.
Davy. Microscopic Examination of the Ore Minerals.
Davison. A Study of Recent Earthquakes.
Davis & Douglas. Geographical Essays.
Davis. Guidebook for the Transcontinental Excursion of 1912.
Sherrington. The Integrative Action of the Nervous System.
Shaler. Domestic Animals.
Schaff. John Huss.
Marett. The Threshold of Religion.
Krehbiel. Interdict, Its History and Its Operation.
Klemm. A History of Psychology.
Hicks. Stoic and Epicurean.
Franz. Handbook of Mental Examination Methods.
Fowler & Sanders. Outlines for the Study of Biblical History and Literature.
Williams. Anglo-American Isthmian Diplomacy.
Willoughby. The Reorganization of the Administrative Branch of the National Government.
Pogue. The Economics of Petroleum.
Ries. Building Stones and Clay Products.
Ries. History of the Clay Working Industry in the U. S.
Scaife. Florentine Life During the Renaissance.
Werfel. Goat Song.
Wertenbaker. Virginia Under the Stuarts.
Newbigin. Frequented Ways.
Mims. The Advancing South.
Middleton. Tradition.
Phillips. The West in the Diplomacy of the American Revolution.
Moore. The History of Cumulative Voting.
Boynton. London in English Literature.

UNIV. OF KANSAS LIBRARY, LAWRENCE, KANS.
Skeat, W. W., and Blagden, C. O. Malay Magic. Pub. Macmillan, London, in 1906.

UNIV. OF N. CAROLINA LIB., CHAPEL HILL, N. C.
Spencer. Corpus Christi: Pageants in England.
Walsh, John. Mass and Vestments of the Catholic Church.

UNIVERSUM BK. EXPORT CO., 45 E. 17TH, N.Y.
We want to buy any col. and single back number of American and British medical, chemical and technical periodicals. Please send your lists.

USED-BK. EXCH., BOX 957, ROCHESTER, N. Y.
Life of Mary Jemison, Indian Captive. Seaver. Any book or pamphlet printed prior to 1918. Also any item, scrap book, history or bound vol. of pamphlets giving an account of her life.
Progressive Third Reader. Boston. Sanburn. Bazin & Ellsworth.

VASSAR CO-OP. B'KSHOP, POUGHKEEPSIE, N. Y.
Albert Payson Terhune. Treve.

VROMAN'S, 329 E. COLORADO, PASADENA, CAL.
Pezy-Lyszewski. Homo Sapiens.
Wilson. Ruggles of Red Gap.
Bishop. Winged Warfare.
Lawrence. Captains' Doll. 1st ed.
Pollard. A History of Firearms.

VROMAN'S—Continued

- Poetry and Miscellany of Amer. Verse. 1927. 1st ed.
Key to Adams' Synchronological Chart.
Gould & Pyle. Anomalies and Curiosities of Medicine.
Morley. Eighth Sin. Oxford 1912.

WALDEN BK. SHOP, 546 N. MICHIGAN, CHICAGO
Munthe. Story of San Michele. Dutton. 1st.
Emily Dickinson. 1st eds.
Hemingway. 1st eds.
Sarah Orne Jewett. 1st eds.
Hergesheimer. Java Head; Three Black Pennies; Happy End. 1st eds.
Wharton. Ethan Frome. 1st.
Snider, Maule, MacElwee. Paper Work in the Export Trade. Issued in cooperation with the Federal Board and Vocational Education, United States Department of Commerce.
MacGowan. The Theatre of Tomorrow.

JOHN WANAMAKER, BK. DEPT., NEW YORK
New England Nun. Mary E. Wilkins.
The Pup, an Autobiography of a Greyhound.
Frank of Freedom Hill. Dereven. Pub. Doubleday. 5.
My Day Reminiscences of a Long Life. By Mrs. R. A. Pryor. Macmillan.
Life of Ernst Heinrich Philipp. August Haeckel.

E. H. WELLS & Co., 41A E. 47TH ST., N. Y.
Adams. Political Ideas.
Archers Manual. Any ed.
Bianchi. Within the Hedge. N. Y. 1899.
Bordeaux. Georges Guynemer.
Cather. My Antonia. 1st ed.
Collins. 14th Amendment and the States. 2 copies.
Crozier. Bloody Junto; Cave of Hegobar.
Cutter. Expansive Classification.
Davis. World is Big and Round. N. Y. 1929.
Gerrard. Losses in Indian Waters.
Robinson. Improvement of Towns and Cities. 5th ed. 1922.
Smith. Troubadours at Home. N. Y. 1899.

B. WESTERMANN CO., 13 W. 46TH ST., N. Y.
Triggs. Town Planning, Past, Present and Possible.

M. A. WHITTY, 1621 BROOK RD., RICHMOND, VA.
Godey's Lady's Book, 1834.
Poe and Virginia items.

OTHO WIECKER, 19 CENTRAL ST., BOSTON, MASS.
Views of American Towns and Cities.
Old Art catalogues.
Anything by or about Winslow Homer.
Anything historical of American interest in prints or antiques.
Harper's and Leslie's Weekly, Ballou, Every Saturday. Quote years.
Old ship prints; also oils and water colors of old ships.

WILDERNESS RD. B'KSHOP, 665 S. 4TH AVE., LOUISVILLE, KY.

Ash, Thomas. Travels in America.
Flint, Timothy. Life of Boone.
Drake, Daniel. Pioneer Life in Kentucky.
Gist, Christopher. Journals.
Hall, James. Sketches of History.
Imlay. Topographical Description.
McClung. Sketches of Western Adventure.
Michaux. Travels to the West.
Perkins. Annals of the West.
Collins. History of Kentucky. 1847.
McMurtrie. Sketches of Louisville.

WILDERNESS RD. B'KSTORE—Continued

Walker, Dr. Thomas. Journal of an Exploration.
 Wilkinson. Memoirs of My Own Times.
 Marshall. History of Kentucky.
 McElroy. Kentucky in the Nation's History.
 Shaler. Kentucky a Pioneer Commonwealth.
 Filson. Kentucke. 1784.
 Crevecoeur. Letters from an American Farmer.
 Phila. 1793.
 Macgruder. Reflections on the Cession of
 Louisiana.
 Harris, Credo. Wings of the Wind (6); Where
 the Souls of Men are Calling (5); Motor
 Rambles in Italy (3); Toby (5).
 Van Vechten. Peter Whiffie. 1st. Mint.
 History of Albermarle County, Va.
 Filson Club Publications.
 Early Kentucky Imprints.
 All Kentuckiana.
 Griffith and White. Modern Chess Openings, re-
 vised by Goldstein.
 Hennebert. Hannibal.
 Browne. Religio Medici. Early.


J. D. WILLIAMS, 199 MONTAGUE, BROOKLYN, N.Y.
 Great Boer War. Conan Doyle. 1st Amer. ed.

WITKOWER'S, 77 ASYLUM ST., HARTFORD, CONN.
 Rogue Herries. Walpole. 1st English ed. 2.
 Ferns. Waters. Holt.
 Harmonium. Stevens. Knopf.
 Book of Sketches Early American Architecture.
 Sketches only in loose leaf form wanted.

WOODWORTH'S, 1311 E. 57TH ST., CHICAGO
 Howard. John Dewey's Logical Theory.
 Dewey. Psychology. 1st ed.
 Lee. The Lost Art of Reading.
 Lesquerieux-James. Mosses of North America.
 Jackson. Experimental Pharmacology.
 Tyler. Colonial American Literature; Revolution-
 ary American Literature.

WRIGHTS', 907 WESTCHESTER AVE., BRONX, N. Y.
 Schopenhauer. Fourfold Root, etc.; Will in
 Nature.
 Cell's Final Causes.
 Robertson. Papers for the People; Other out of
 print items.
 McCabe. Out of print items.
 Always ready to buy Radical, Philosophic, Free-
 thought and kindred works.
 Prompt and fair dealing. Spot cash.

For all

German

Books

Enquire

Koehler & Volckmar

A.-G. & Co.

Abteilung Ausland

Postfach 173 Leipzig C 1

Inquiries invited

BOOKS FOR SALE

ALPHA BK. CO., 17 E. 14TH ST., NEW YORK
 Lies and Libels of Frank Harris, Kate Stephens.
 List \$3.50.

ALPHA BK. CO.—Continued

Love Life of Byron Caldwell Smith. 1 to 100—
 \$10. 101 to 1000—\$5. Write for discount
 to us.

We have many curious and unusual books, from
 well known publishers. Send for our cata-
 logue listing attractive discounts.

ANTIQUARIAN EXCHANGE, P. O. BOX 139, 1723
 VINE ST., HOLLYWOOD, CAL.
 Rare Californiana.

Beadle and Adams and other dime novels, song-
 sheet broadsides and songsters, early medi-
 cal almanacs, etc.

BEAUMONT'S BK. SHOP, 1109 CHESTNUT ST.,
 ST. LOUIS, MO.

Back nos. of Nat. Geographic Mag. our specialty.
 Thousands always in stock. Send for our
 price list.

A. H. BERRY, 76 BIRCHWOOD AVE., LONGMEADOW,
 MASS.

Marriage, Drink and Adultery. Weems.
 Josephine the Great Lover. Nezelof.
 A Room of One's Own. Woolf. Uncut. Signed.
 No. 444.

Messalina. Magre. No. 70.
 A Farewell to Arms. Hemingway. Signed. No.
 474.

Droll Tales. Balzac. No. 65.
 Books and the Man. Winterich. Uncut. No.
 146. Signed.

Four Forsyte Stories. Galsworthy. Uncut. No.
 159.

My City. Dreisers. Signed. No. 79.
 Gabriel. Ruskin. Illustrated by Kent. No. 7.
 The White Robe. J. B. Cabell.

The Way of Eben. J. B. Cabell. 1st impres-
 sion.

All of the above listed books are in perfect con-
 dition.

EDWARD T. BIDDLE, WEST CHESTER, PA.
 Moores. Rebellion Record. Complete. 1/2 mor.
 Very good condition.

BOOK DEN, 464 EIGHTH ST., OAKLAND, CAL.
 Back numbers of Literary, Scientific and other
 periodicals, Annuals and Rpts. in stock.

BOX 173, EAST AVE. STA., ROCHESTER, N. Y.
 Kindly make offers for these 1st eds.:
 Beerbohm. Seven Men. 1st Amer. ltd.
 The Berkley Men. Napoleon Dynasty. N. Y.
 1854.

Bosschere. Closed Door. London. 1917.
 Bourrienne. Napoleon Bonaparte. Glasgow. 2
 vols.

Bunner. Story of a New York House. N. Y.
 1887; Made in France. N. Y. 1893. Name
 on title page; More Short Sixes. N. Y.
 1894. Name on fly-leaf; Stories. Second
 series. N. Y. 1916.

Cabell. Line of Love. Pyle. N. Y. 1905.
 Calthrop. English Costume. London. A. & C.
 Black. 1 vol. ed.

Chesterton preface, penty. Post-Industrialism.
 N. Y. 1922.

Chiswick Press. English Lyrics from Spenser to
 Milton. London. 1898.

Conrad. The Rescue. London. 1920.

Davis. Van Bibber. N. Y. 1892; Cinderella.
 N. Y. 1896; Soldiers of Fortune. N. Y.
 1897; Our English Cousins. N. Y. 1894;
 The King's Jackal. 1898. Each with name
 on title p. fair.

Mrs. Reginald de Koven. Sawdust Doll. Chi-
 cago. 1895. Name on title p.

Doughty. Daughter of New France. Frontis.

Books for Sale—Continued

Box 173—Continued

- by Princess Patricia. London. 1918. Ltd. to 135 subsc.
- Finger. Tales from Silver Lands. Garden City. 1925.
- Frederic. The Copperhead. N. Y. 1893; March Hares. N. Y. 1896; Mrs. Albert Grundy. London. 1896; Gloria Mundi. Chicago. 1898; The Market Place. N. Y. 1899. Each with name on title p.
- Fuller. Lines Long and Short. Boston. 1917.
- Gale. Miss Lulu Bett. N. Y. 1920. Novel; Miss Lulu Bett. N. Y. 1921. Prize play.
- Galsworthy. Caravan. London. 1925; Addresses in America. Toronto. 1919; The Skin Game. N. Y. 1920; Awakening. N. Y. 1920; Loyalties. N. Y. 1922.
- Garland. Main Travelled Roads. Chicago. 1894. Library stamp.
- Harris, Frank. Elder Conklin. N. Y. 1920.
- Harris, Joel C. On the Plantation. N. Y. 1892. Name on title p.
- Hergesheimer. Java Head. N. Y. 1919. Library stamp on inside cover.
- Masefield. Book of Discoveries. Illus. Gordon Brown. London. n.d.; Taking of Helen. Ltd. to 750. Signed.

A. L. DONAHUE, 25 E. 193RD ST., N. Y.
National Geographic Magazines from November, 1921 to date.

G. GRAHAM, 1808 CHAPIN ST., ALAMEDA, CAL.
Back nos. and Out-of-Print Mags.

P. GUTHRIE, 516 WM. PENN PL., PITTSBURGH

Hergesheimer. Java Head. Signed. No. 29.

Hergesheimer. Balisand. Signed. No. 66.

Hergesheimer. Tampico. Signed. No. 83.

Hergesheimer. Presbyterian Child. Signed. No. 209.

First World Flight. Signed. No. 59.

Milne. When We Were Very Young. No. 66.

Cabell. Taboo. No. 733.

Orcutt. Quest of the Perfect Book. Signed. No. 81.

Make offers.

JUDY PUBLISHING CO., 1922 LAKE ST., CHICAGO

Free delivery. Dis. 35%. New from our press.

Persuasive Speaking. Beshore. Comp. Inst. \$2.00.

Cartooning Made Easy. Lederer. \$2.00.

Dog Encyclopedia. Judy. All breeds. \$2.00.

Training the Dog. Judy. All breeds. 2 ed. \$1.50.

Principles of Dog Breeding. Judy. \$2.00.

We carry in stock dog books of all pubs. 20%.

KESWICK BKS., 4302 KESWICK RD., BALTIMORE

Modern First and Limited Editions.

Catalogs and lists on request.

G. LA LONE, 2704 CUMING ST., OMAHA, NEB.

Central U. S. back number magazine service.

News stand prices plus postage, on copies not over 2 years back. 80 ton stock.

B. LOGIN & SON, INC., 29 E. 21ST, N. Y.

Chemical, Medical and Scientific Journals Back copies and odd nos. in stock. We buy unbound and bound Scientific Magazines. (Established 1887.)

CASH McDEVITT, 2079 SUTTER, SAN FRANCISCO

Beach. Spoilers. All 3 varieties 1st ed., 1st issue. Fine. 3 for price of 1. \$9.50.

London, Jack. 15 diff. 1st eds. 1902 to 1918. Nice copies. \$1.50 to \$3.75.

McDEVITT—Continued

- Tytlers Universal History. Boston. 1853. 2 vols. Very fine. ¾ lea. \$2.50.
- Kipling. Captains Courageous. N. Y. 1897. \$3.75.
- Mighels. Literary Calif. Fine 1st ed. \$2.00.
- Mosher's VanGelder vellum bds. lim. ed. Swinburne's Tristram Lyonesse, as new, \$4.75.
- Mencken, H. L., Men vs. The Man. 1910. 1st issue. Very fine copy. Orig. clo. \$7.50.
- American Typewriter Shorthand. McDevitt. 1930. New method machine shorthand. \$1.00.
- Eaton, Walter Pritchard. Berkshire Fields. 1st ed. 1920. As new, with d/w. \$1.75.
- Frank Forester's Sporting Scenes & Characters. Illus. (1881). 2 v. orig. red clo. backs fine, nice set. \$7.50.
- Pacific Northwest Marine History. Lewis & Dryden. Portland. 1895. Full lea. \$14.50.
- Lloyd, H. D. Wealth agt. Commonwealth. N. Y. 1894. Fine copy. Rare item. \$1.65.
- Capital. Karl Marx. 1st Amer. ed., rebd. ¾ lea. With bibliog. Rare. \$2.60.
- Sullivan County, Hist. of. Liberty 1873, Quinlan, Orig. brown clo. Good. \$1.50.
- Longfellow. Divine Tragedy. 1st issue. 1871. Fine copy. Orig. clo. Bargain. \$2.25.
- Lindsay, Vachel. Golden Bk. of Springfield. 1st issue as new, with d/w. \$2.25.
- Cincinnati. 1833. Hervey's Meditations. 2 vs. in 1, contem. tree calf, gilt back, broken. Nice copy. \$2.25.
- Thinks-I-to-Myself. Boston. 1827. 2 vs. in 1. Lacks 1st title-page. Rare. \$1.50.
- Bryant. Flood of Years. N. Y. 1878. 1st ed., engraved designs by Linton. \$1.25.
- Bancroft, H. H. Works: His. Calif., 7 vs., sheep, \$10 set; Mexico, Central Amer., Oregon, Utah, etc., Native Races, etc. Sheep or clo. 75c. a vol. net.
- Tarkington. 1st eds. Cherry; Gentle Julia, etc. From \$1.25 up. Name your wants.

METROPOLITAN PRESS, GRAPHIC ARTS BLDG., PORTLAND, ORE.

To Western Americana Collectors and Dealers: Marooned in Crater Lake; Stories of the Skyline Trail, the Umpqua Trail, and the Old Oregon Trail. 200 pages. In two colors, on 80-pound Keystone woven paper, in 14-point Caslon Old Face. Covers of Oregon Myrtle Wood, "the most beautiful finished wood in the world, growing nowhere except in the Holy Land and in the Coos and Curry Counties, Oregon." Myrtle Wood ed. ltd. to 300 copies. Price, \$6.00.

NEANDROSS B'KSHOP, 73 E. 8TH ST., NEW YORK

Back numbers of Magazines supplied.

N. H. NICHOLS, 41 GROVE RD., THORNTON HEATH, SURREY, ENGLAND

A fine collection of Limited Editions De Luxe, all in Mint Condition. With dust jackets where issued.

Bernard Shaw. St. Joan. Illus. Ricketts.

Aubrey Beardsley. Uncollected Works. With extra plates.

Galsworthy. Modern Comedy. Signed (and quotation).

Galsworthy. Plays. Signed.

James Stephens. Crock of Gold. Signed. Boxed.

James Stephens. Collected Poems. Signed.

Masefield. Trial of Jesus. Signed.

Masefield. Taking of Helen. Signed.

Woolf. Orlando. Signed. No dust jacket.

Ellis. Cauldron of Annwn. Signed.

Conrad. The Secret Agent. Signed.

Bennett. Old Wives Tales. Signed. 2 vols. boxed.

Bennett. Don Juan de Marana. Signed.

N. H. NICHOLS—Continued

- Wells. World of William Clissold. Signed. 3 vols. boxed.
 Chesterton. Ballad of the White Horse. Signed.
 W. H. Davies. Collected Poems. 2nd series. Signed.
 J. E. Flecker. Don Juan.
 J. E. Flecker. Collected Poems. No dust jacket.
 Hardy. Tess.
 Machen. Shining Pyramid. Signed. No dust jacket.
 Machen. Chronicles of Clemendy. Signed. No dust jacket.
 Machen. Dog and Duck. No dust jacket.
 Williamson. Tarka the Otter.
 Yeates. The Trembling of the Veil. Signed.
 Yeates. The Vision. Signed.
 C. W. Ashley. The Yankee Whaler. Boxed.
 Drinkwater. The World and the Artist. Signed. Boxed.
 Eden Phillpotts. The Comedy Royal. Signed.
 Crawford. Nine Tales from Balzac's Contes Drolatiques. Signed.
 Milne. The Gallery of Children. Signed. Boxed.
 Belloc. Sonnets and Verses.
 Myers. The Orissers. Signed.
 Gerhardi. Jazz and Jasper. Signed.
 Wolfe. Dialogues and Monologues. Signed.
 Norman Douglas. Birds and Beasts of the Greek Anthology. Signed and typed letter signed enclosed.
 Cox. Poems of Sappho. Signed. No dust jacket.
 Gertrude Bone. Mr. Paul. Illus. Stephen Bone. Signed by both.
 James Branch Cabell. The Cream of the Jest. Illus. Pape.
 Walter Pater. Sebastian Van Storck. Boxed. Please make offers.

PARNASSUS BOOKSHOPS, 61 E. 8TH ST., N. Y.
 La Bas. Complete. Huysman. (\$10.00) \$3.00.
 Satyricon of Petronius. Complete. (\$7.50) \$2.50.
 Symond. Greek and Modern Ethics. (\$6.00) \$2.50.

Send for our attractive remainder catalogues.

H. E. PENDRY CO., TOPEKA, KANSAS

- Forman. Adv. Am. History.
 Guitteau. Gov. and Am. Politics.
 Bailey. Foods, Preparation, etc.
 Craig. Speech Arts.
 Webster. World Hist. Rev.
 Riley. Economics.
 Burgess. Commercial Law.
 Smallwood. New Biology.
 Progressive Music Series. Nos. 1, 2, 3, 4.
 Ford & Ammerman. 1st Course Alg.
 Ford & Ammerman. 2nd course Alg.
 Ford & Ammerman. Plane and Solid Geom.
 Send us your entire want list.

RENAISSANCE BK. CO., 131 W. 23RD ST., N. Y.
 Publishers Overstocks:

- Tales of La Fontaine. Complete translation. Printed on Warren's Olde Style laid paper. 2 large vols., blue clo., enclosed in slip case. Full-page illus. (\$10.00) \$2.75 per set.
 Golden Asse of Apuleius. Illus. Large octavo. In slip case. (\$6.00) \$1.50.
 Don Juan's Note Book. Kemp. Private press ed. Ltd. (\$5.00) \$2.00.
 Send for lists.

STEVE ROBERTS, 14412 GREENLEAF ST., VAN NUYS, CAL.

Dealers are requested to send First Edition Catalogs.

VAN NORMAN BK. CO., 1415 HOWETT, PEORIA, ILL.
 Americana. Lincolniana. Send for lists.

Books for Sale—Continued

S. W. WORTHINGTON, WILSON, N. C.

- Wheeler's Sketches of N. C. 1851. \$50.00.
 Hawk's History of N. C. 2 vols. 1857. 50.00.
 Foote's Sketches of N. C. 1846. \$50.00.
 Lawson's History of N. C. 1860. \$50.00.
 N. C. Booklets. \$2.00 each.

BOOK-TRADE OPPORTUNITIES

(Twenty Cents a Line)

Business Opportunities

PUBLISHERS who use a great deal of art work over the course of a year, may have the advantage of special rates. Complete publishers art service. K.O., care of Publishers' Weekly.

RARE OPPORTUNITY for someone to take over bookshop opposite one of the largest Universities. Must act quickly as owner is going to South America for several years. F. A. M., care of Publishers' Weekly.

WE HAVE a client who desires to purchase a book publishing business which would justify a price of somewhere between \$100,000 and \$200,000. We have been handling publishing businesses for over 31 years and know how to treat information of this kind with the proper safeguards. Harris-Dibble Company, 11 West 42nd St., New York City.

Business for Sale

BOOKSHOP for Sale. In Gramercy Park neighborhood. Growing business. \$4,000. Terms. Write to D. G. R., care of Publishers' Weekly.

BOOK STORE for sale. Cash only. Annual profit over a period of years (including 1930) has equalled purchase price now asked. No liabilities to be assumed by purchaser. K. S. H., care of Publishers' Weekly.

THE NEW DOMINION BOOKSHOP is for sale. Charlottesville, Virginia. Well known throughout the South. Established 1923.

Positions Open

SALESMAN in New England territory to sell short general list of book publisher. Commission basis. Alfred H. King, 432 Fourth Ave. N.Y.C.

SALESMEN (or Women) who call on Public Libraries, to carry a very attractive and quick selling line on very liberal commission. S. A. B., care of Publishers' Weekly.

SALESMAN (or woman) to call on libraries with varied line of English and American books. Unusually attractive commissions. R. N., care of Publishers' Weekly.

SALESMEN to carry fast moving line of English and American books. Half territories in U. S. open. State lines carried in first letter. H. S., care of Publishers' Weekly.

Position Wanted

YOUNG MAN, 24, comprehensive advertising, publicity, journalistic experience, wishes promising connection with publishing house; or any periodical. Opportunity desired; salary secondary. T. H. O., care of Publishers' Weekly.

YOUNG MAN, capable with the pen, desires connection for publicity or publisher's staff work. Will call with published sample material. M.N., care of Publishers' Weekly.

Book Stolen

No. 152 of the "Love Book" of Ovid has been stolen from Henrietta Mark Book Shop, 425 Madison Ave., New York.

Special Notice

WANTED Revolving book stands in good condition. Rye Book & Gift Shop, 37 Purchase St., Rye, N. Y.

Christmas Line on Display

Our Mr. A. M. Macmillan will be pleased to receive the visiting trade for inspection of our holiday lines until Sept. 13th at the Prince George Hotel (Room No. 1003), 28th Street and Fifth Ave., New York City.

HENRY ALTEMUS COMPANY
Philadelphia

Remainders

THE SYNDICATE TRADING CO. buys entire Remainders, large and small, of saleable books. Dealers are requested to write for catalog or visit our Sample Room at 240 Madison Ave., New York. Tel. Caledonia 8830.

PUBLISHERS' REMAINDERS—Fiction, Text Books, broken sets of all kinds bought for Cash. Harlem Book Co., 53 W. 125th St., New York. Harlem 6678.

REMAINDERS and Publishers' Overstocks—We are always on the lookout for publishers' remainders and overstocks on non-fiction titles and sets. Chas. L. Bowman & Co., 118-120 E. 25th St., New York. Gramercy 2602.

READY OCTOBER 1

The American Library Directory, 1930

Thoroughly revised and considerably extended. The most complete directory in its field ever published. The 14,000 addresses include all public libraries in the United States and Canada, also Educational and Professional Libraries as well as those in High School; Business and other Special Libraries and Miscellaneous Libraries, all in classified groups.

Information is given as to the number of volumes in each library, the name of the librarian, annual income, yearly expenditure for books and mention of all special collections, etc.

About 600 pages, 8vo. Cloth.

Price \$12.50 Net.

Early orders solicited

R. R. BOWKER CO.

62 West 45th Street

New York City

In This Issue

	PAGE
AMERICAN BOOKS IN HAVANA by Dale Warren	405
<i>Sex and detective stories are most in demand among the American customers of Mr. Dorado, owner of La Bohemia, a shop which deals exclusively with American and English books. Cheap editions and reprints are also in demand.</i>	
YOUR AUGUST WINDOWS by Alfred Ernest Knight	408
<i>Mr. Knight of Smith & Butterfield, Evansville, Ind., has written a series of articles on window display technique for the small bookshop. In this first article he includes a schedule of window displays, their subject matter, arrangement, etc., for the current month.</i>	
EDITORIALS	412
<i>Signs of Revival; Window Displays for Small Bookstores; Bookselling in the Old Days.</i>	
SMALL BOOKSHOP MANAGEMENT by Franklin M. Watts	414
<i>Chapter XIII. Shop Finance—Financial Policy.</i>	
A YEAR'S BEST SELLERS	416
<i>For the first time the Publishers' Weekly presents a best seller list covering the last six months of the previous year and the first six months of the current year.</i>	
ENGLISH BOOKTRADE NEWS	417
IN THE BOOKMARKET	418
DORAN JOINS HEARST ORGANIZATION	421
OLD AND RARE BOOKS by Frederick M. Hopkins	431

Bookmaking Department

A PRINTER'S NOTES ON BOOK PRODUCTION by Herbert Simon	433
THE AMERICAN BOOKBINDERY, INC.	436
HARMONY IN BOOK DESIGN by Ernst Reichl	441
POSTER ART AND JACKET DESIGN	446
A COLLEGE COURSE IN PRINTING by Otto H. Fuhrman	451

Forthcoming Issues

✿ ✿ ✿ Max Mayer's third and last article on "Maps and Their Making," announced for the Bookmaking Department of this week's issue has been postponed until the first issue in September. ✿ ✿ ✿

✿ ✿ ✿ The leading article next week will be William Morrow's review of R. L. Duffus' book, "Books; Their Place in a Democracy." Robert Gray's article on "The Bookseller as a Psychologist," written out of actual experience in a bookshop, also appears next week. ✿ ✿ ✿

✿ ✿ ✿ The outstanding success of "Green Pastures" on the New York stage this season is just one indication of the great importance of Negro literature. Herchel Brickell is writing for an August issue an

appraisal of recent additions to books by and about Negroes. ✿ ✿ ✿

The Publishers' Weekly The American Booktrade Journal

EDITORS

R. R. BOWKER FREDERIC MELCHER
MILDRED C. SMITH
ALICE P. HACKETT

ALBERT R. CRONE Circulation
LOUIS C. GREENE Advertising
JOHN A. HOLDEN Business Manager

\$5 a year 15 c. a copy

62 West 45th Street
New York City

Another good book

LINOTYPE-SET

LINCOLN AT GETTYSBURG

*What He Intended to Say; What
He Said; What He Was Reported
to Have Said; What He Wished
He Had Said*

By

WILLIAM E. BARTON

Author of The Life of Abraham Lincoln

Illustrated

THE BOBBS-MERRILL COMPANY
PUBLISHERS INDIANAPOLIS

THIS BOOK WAS SET IN

THE LINOTYPE FACE: CASLON

MERGENTHALER LINOTYPE COMPANY, BROOKLYN, N. Y.



FANDANGO EXHIBITS

Humanistic
Logic
by
Oliver L.
Reiser, Ph.D.



In Search
of America
by Lucy
Lockwood
Hazard



Two splendid examples of enduring bindings—Advanced College Texts published by Thomas Y. Crowell, bound by Quinn & Boden in covers of Fandango Solid Binders Board.

The use of Fandango Solid Binders Board assures economy in binding operations, makes possible crisp, clean cut stamping and embossing and imparts a feeling of underlying quality and substance which adds in no small degree to the value of any book.

FANDANGO MILLS -:- MILLBURN, N.J.

RIDER PRESS, INC., NEW YORK